

FIG. 1A

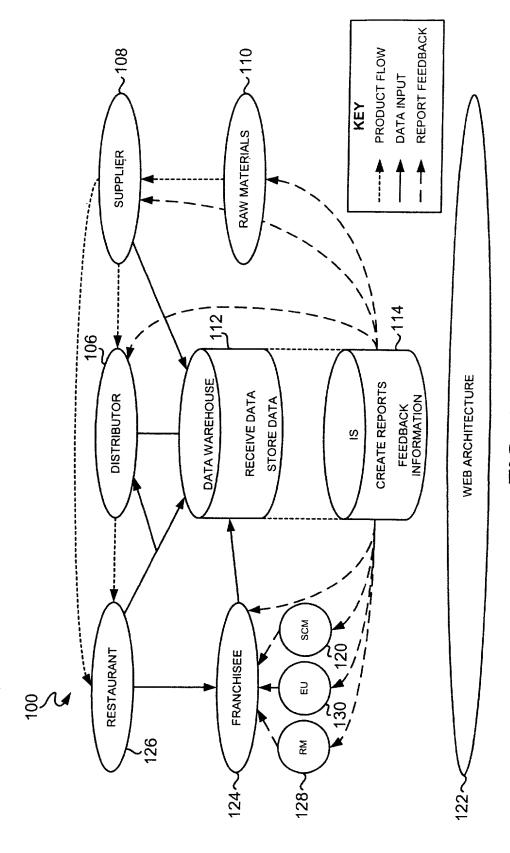


FIG. 1B

80,000

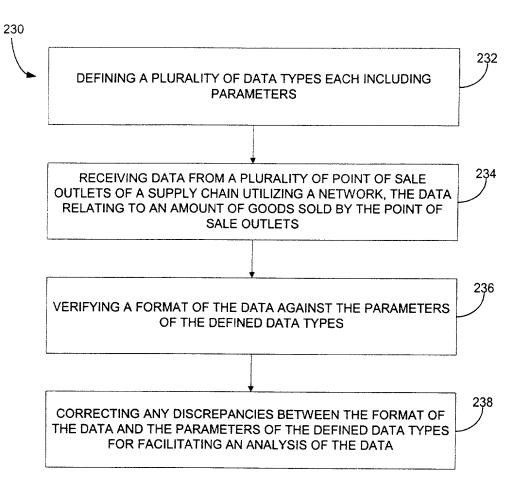


FIG. 2

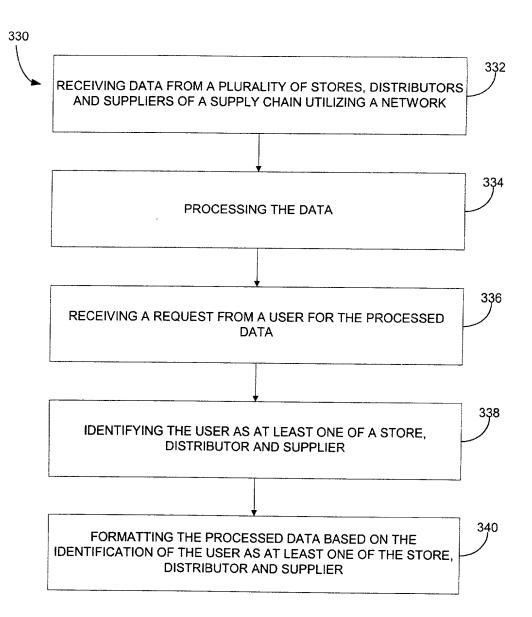


FIG. 3

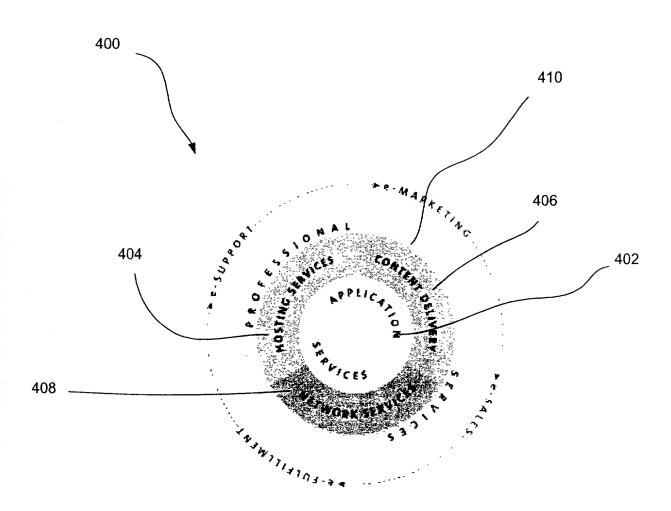


Fig. 4

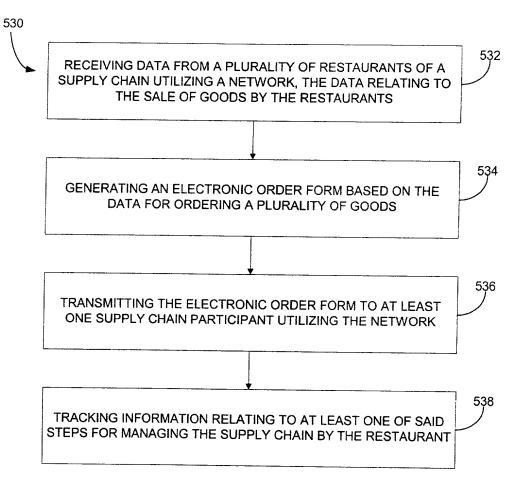


FIG. 5

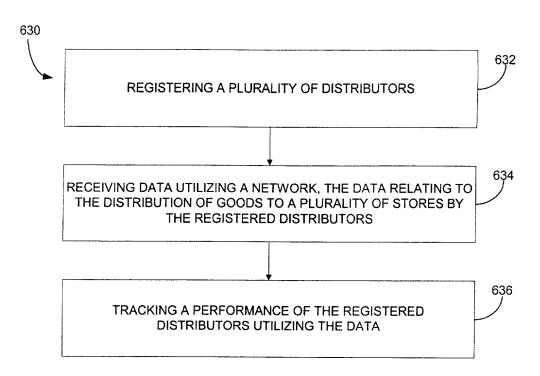


FIG. 6

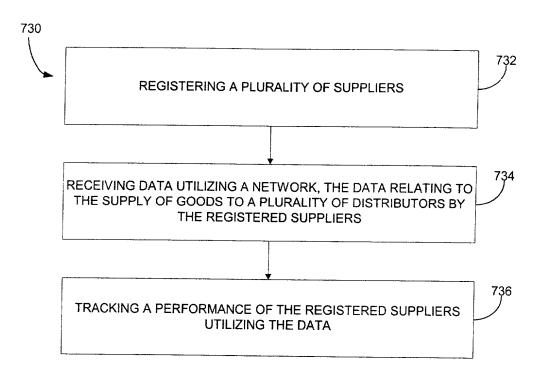


FIG. 7

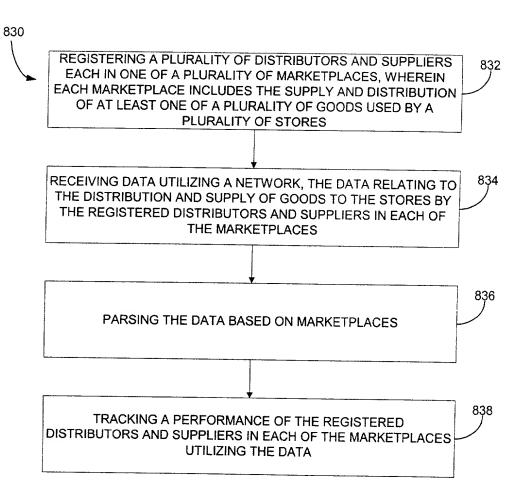


FIG. 8

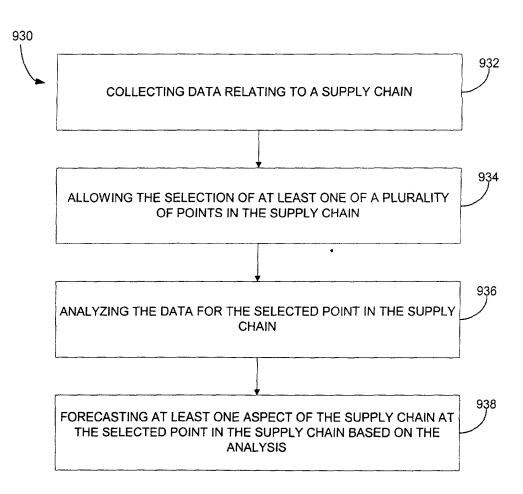


FIG. 9

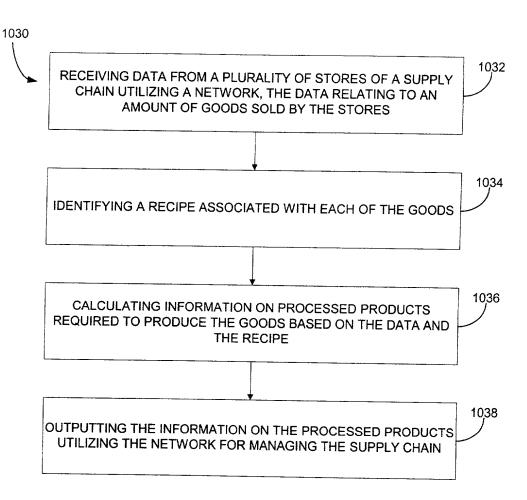


FIG. 10

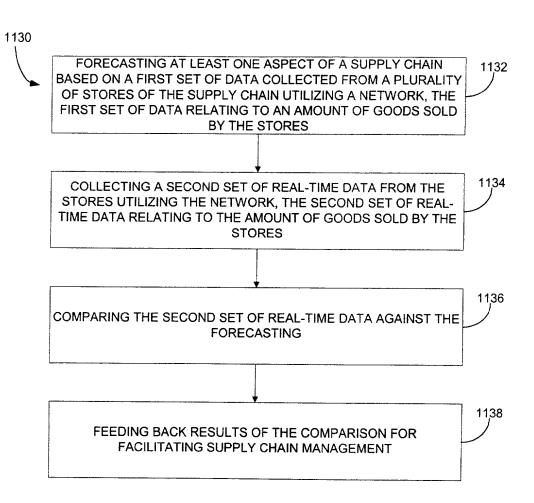
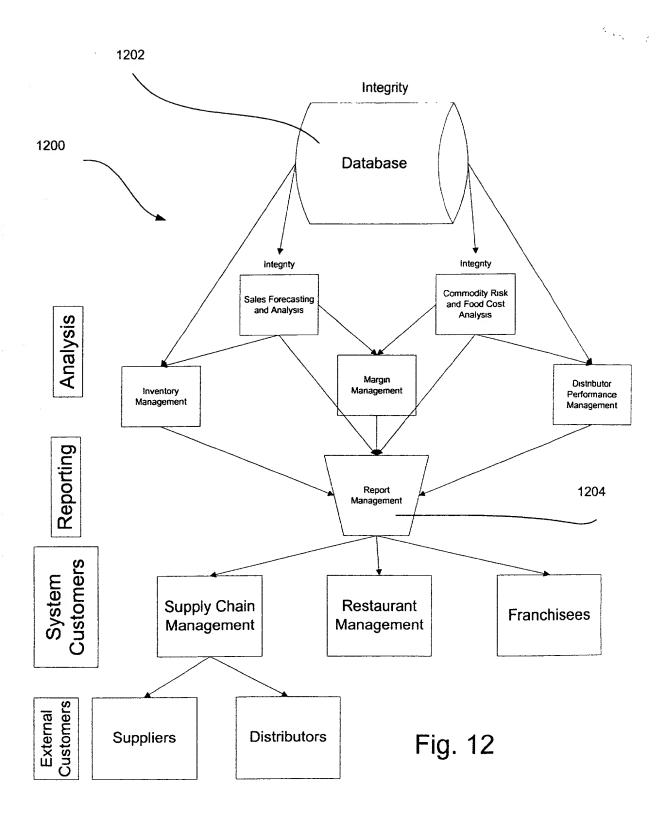


FIG. 11



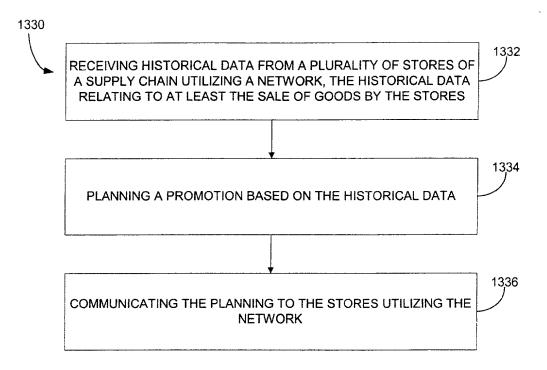


FIG. 13

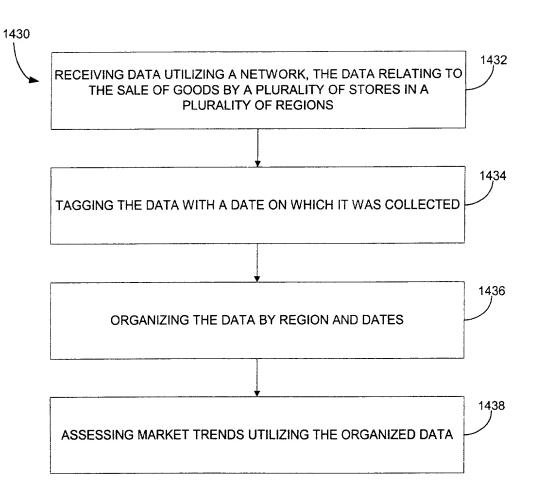


FIG. 14

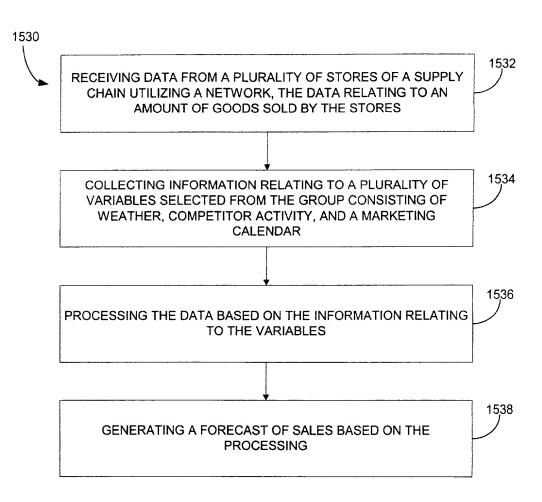


FIG. 15

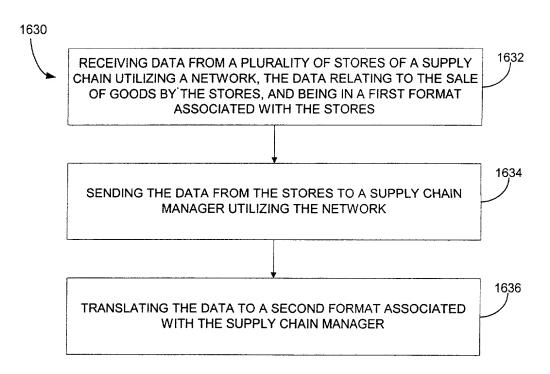


FIG. 16

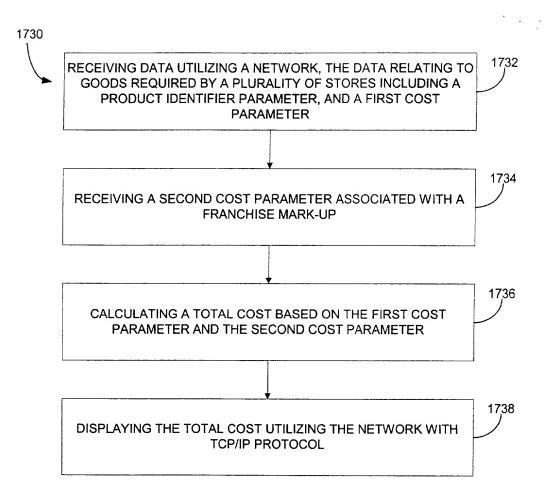


FIG. 17

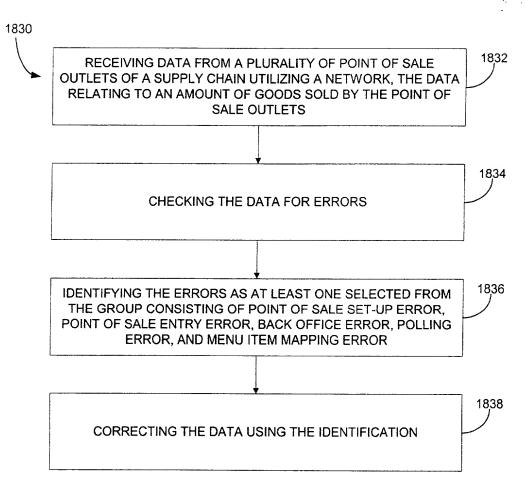


FIG. 18

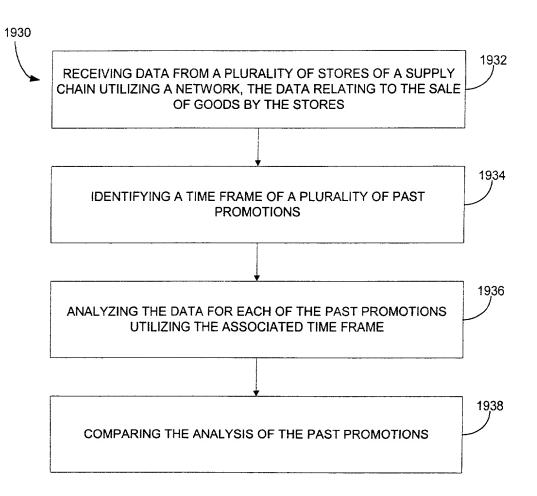


FIG. 19

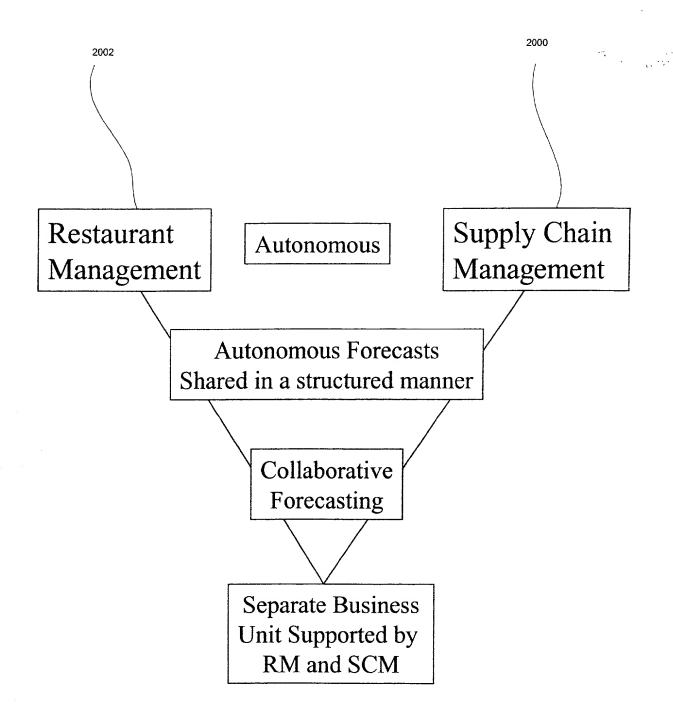
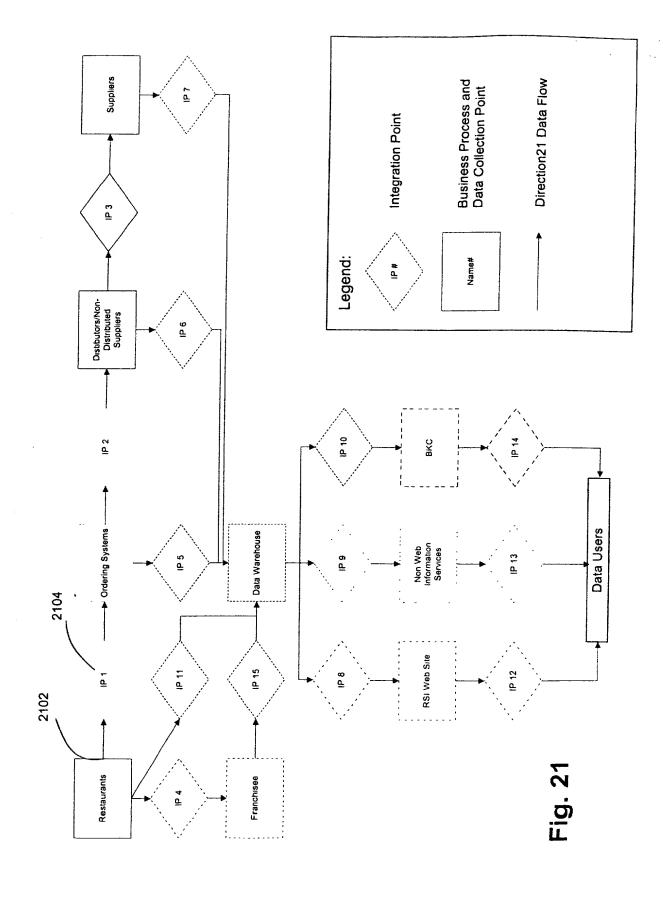
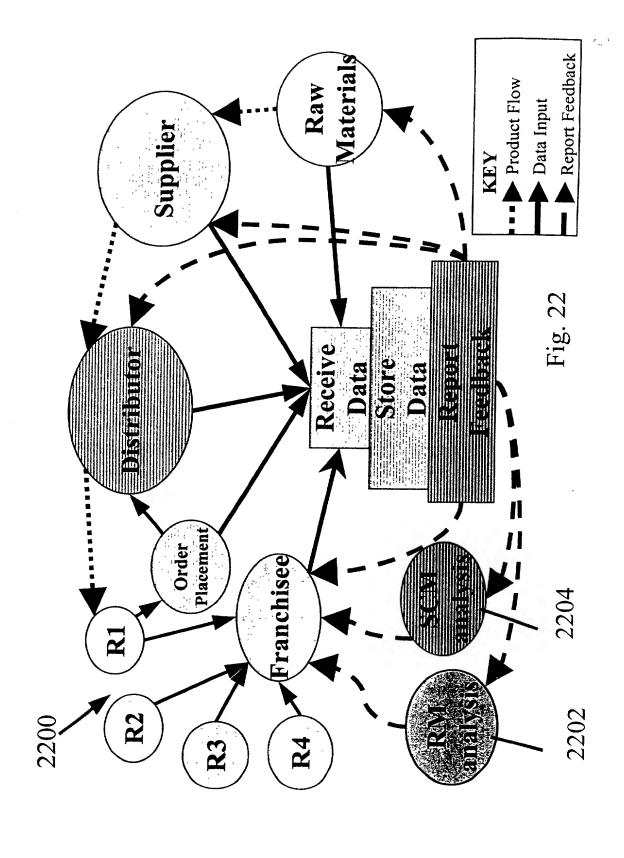


Fig. 20





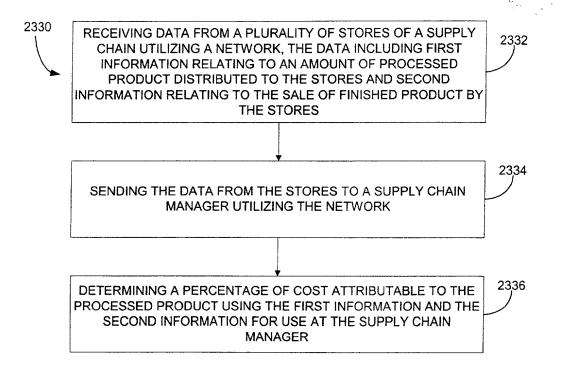
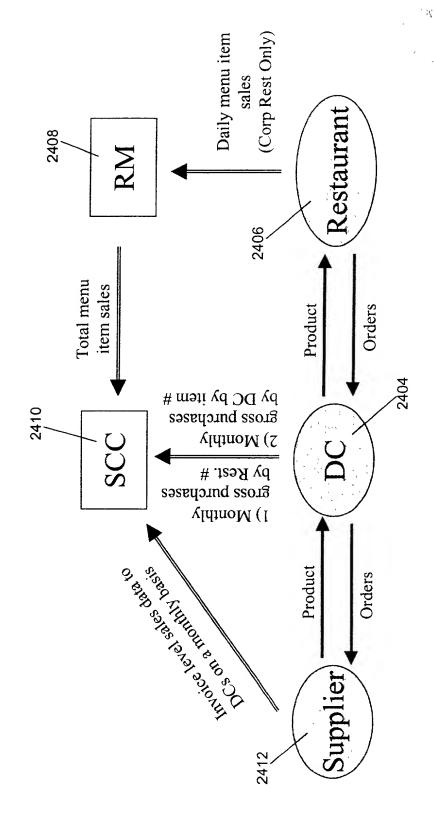
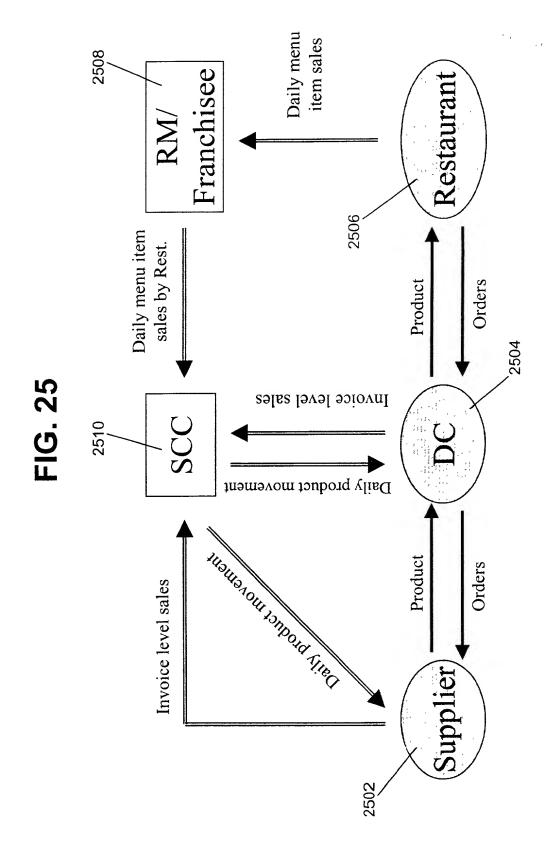


FIG. 23





2600					正	<u>ල</u>	FIG. 26	_								
*	2602				Sa	les F	Sales Forecast Worksheet - System	st Wo	rkshe	et - S	vsten				2604	
				History		I						Forecast	ast			
Week	ō	05	9-W	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	Ġ	9+M	ဗ	8
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)	/store)															
																1
Key Products by Menu Item (units/day	s/day/store)	re)														
WHOPPERS	437	327	203	207	193	234	297	282	300	344	2,000	207	4	007	200	100
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	200	20°	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	006	943	829	912	958	948	707	813
etc																
Key Products by Inventory Item (cases/day/store)	cases/da 	y/store	_													
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	9.9	8.0	8.6	8.9	9,5	10.1	9.5	10,4	11.0	10.8	7.9	6
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	6.	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	4.	1.7	1.6	1.7	1.8	1.7	1.8	6.1	6.1	4.	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	4.	4.1	1.2	1.5	1.8	1.7	4. 8.	1.9	1.8	2.0	2.1	2.0	5.	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4 9	3.5	4.1
etc																

		Promotional Monitor - System & Regional	onal Mc	onitor -	System	& Regic	nal						
			History	Orv					Week #1	#1			
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	0+5	9+Q	D+7	Total
Total Sales(\$/Store)	ore)	\$23,000	\$23,500	\$23,250 \$23,450	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513 \$4,200 \$26,250	\$4,200	\$26,250
Menu Item Sales	Menu Item Sales for Key Products(units/resta	urant/week)			17.78.19						1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		
Category	Segment									:		,	ā
Whopper	WHOPPERS	215	211	228	569	32	용	37	37	4	99	46	286
* 1	WHOPPERS W/CHEESE	146	142	148	162	18	20	2	2	23	35	26	165
	YWVM WHOPPERS	669	629	714	813	8	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Ex	Variance from Expected (Highlighed Areas are Or	Jutside of Expected Range)	spected F	(ande)									
Whopper	WHOPPERS	11.4%	-9.8%	-9.8% -23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWVM WHOPPERS	12.2%	-10.7%	12.2% -10.7% -22.5%	-1.9%	3.0%	3.0%	1.0%	2.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-9.6% -23.4%	4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	%6.9

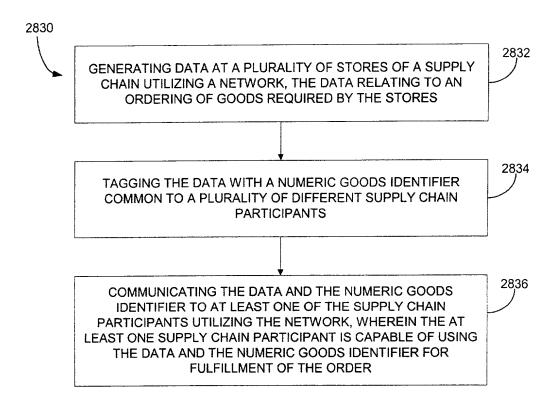


FIG. 28

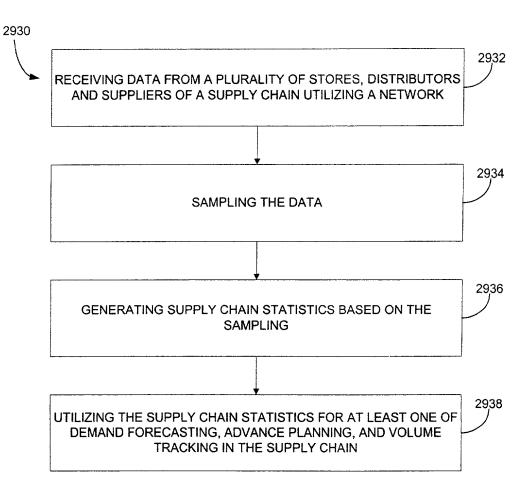


FIG. 29

0.86% Total Operations 0.00% Overlooked and Not Returned 284 0.43% 1.61% Total Purchasing Short on Truck 3000 %60.0 62 Out of Code 0.00% MisPicks 0.11% 68 0.10% 0.86% 1.61% Substitutions Damages Percent 65712 154 066 268 1060 1628 0.23% Jun-00 1.51% Warehouse Outs Out of Stocks Distribution Center: Alliant Topeka Cases Distribution Center Total:
Operations:
Purchasing:
Grand Total: Time Period (Month/Yr): Total Cases Ordered: Cases: Percent Percent: Cases: **Delivery Order Fill Rate** Purchasing: Operations: 3004 3002

FIG. 30

0.00%

Total # of Deliveries: # of On-Time Deliveries: On-Time Delivery Rate:

On-Time Delivery Rate

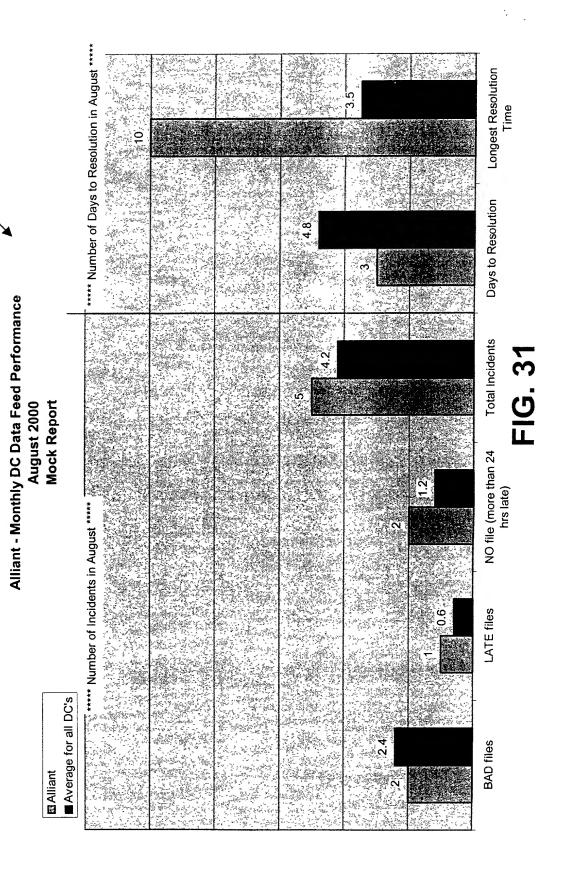
2.48%

97.52%

Delivery Order Fill Rate:

Perfect Order Rate

58.85%	Perfect Order Rate:
725	Total # of Perfect Orders:
1232	Total # of Deliveries:



编步。



Service Level Reporting August

The second secon	ン会会 FIII Rate 高い	On Time	Perfect Order
Alliant-Paducah 🐟 🐃 🐇	99.14%		
Alliant-Topeka			
Alliant Wixom	89.02%		
King-Atlanta	99.34%		78.70%
King-Jacksonville	The second of		
King-Louisville			
Maines 29, Conklin 🕸 🐃 👙	99.41%		79 25%
Maines 30, Cleveland			
Maines Long Island	89.41%		
Maines New England			79.83%
MBM Fullerton 💎 🐦 💎	99.13%		#DIV/0i
MBM Lewisville			#DIV/O
MBM Oriando			#DIV/0i
MBM Rocky Mount	99.13%		#DIV/OI
McCabe's			
McLane Lubbock	i0/ΛIQ#	#DIV/0i	#DIV/0i
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0i	The second sections in the second sec
PYA/Monarch	99.20%	To the second se	
Reinhart-Cedar Rapids	89.05%		
Reinhart-Oak Creek 🐣 🐇	99.31%		
Reinhart-Rogers			
Restaurants NW For The Part of	%80'66	96/0/802 New York	24 mars 1 80.47%
Shamrock Commerce City		20 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	WE 1.38 1.3%
Shamrock Phoenix 🛬 🐗 🐇	98.81%		
Sygma Harrisburg 💮 🛸	A Company of the Comp		
Sygma Stockton	And the second s		
Sysco Change Transfer Control	A the state of the		Control of the Contro

	Fill Rate On - Time	Perfect Order
BKC Min	98.50%	
RSI Min	99.50%	8

_		
eet RSI Mil	et BK Min	
Didn't me	Didn't me	
	Didn't meet RSI Min	Didn't meet RSI Min Didn't meet BK Min

FIG. 32

Vendor:

XYZ Company

3300

Time Period:

Aug-00

3300

Delivery Statistics:

%56 95% 0.93 4 On-Time Delivery Percentage

DC Adherence to Lead-Time DC Requested Lead-Time

Days Delivery Late

SKU #2 SKU#1

Inventory Management: Average Days On Hand

19

Max Days On Hand SKU #1 SKU #2

40 32

Monthly Carrying Cost

Average as % FOB SKU #2 SKU#1

42,513 12,589 1.25%

Invoice, Payment and Pricing:

Hours Delivery Late

Monthly Freight Variance Monthly FOB Variance Days for Payment

3,594 30,152

33,746

Invoice Accuracy:

Monthly Total Variance

Perfect Order Percentage PO Accepted Rate Invoice Fill Rate

99.00% 92.34% 97.25%

H & H Foods - Monthly Supplier Data Feed Performance August 2000

Longest Resolution Time Days to Resolution Total Incidents **Mock Report** NO file (more than 24 hrs late) ■ Average for All DC's ■H & H Foods LATE files 3400 BAD files

Service Level Reporting November - Mock Report

	Monthly Total Perfect Order Monthly Carrying Overcharge Percentage % Invoice FOB
GOODIES AND THE PARTY OF THE PA	2
COMARK INSTRUMENTS, INC.	The state of the s
WALLEFORD FOODS, INC.	The second secon
NCR-SYSTEMEDIA	
SIGNATURE MEATS GROUP	12.2
SCHWEBEL'S BAKING CO	entermination of the state of t
MAUI CUP	Commence of the commence of th
MIRA PLASTICS	Research Commence and Section and Commence a
DIXIE PRODUCE & PACKAGING 🔅 👚 📑	
NOR-LAKE, INC.	
FORT JAMES OPERATING COMPANY	The second secon
FRESH ADVANTAGE, KC	The second of th
SILVER KING - MN - CORP	
TYSON FOODS	general control of the control of th
READY ACCESS	
GEORGIA PACIFIC TISSUE	All the second s
CLOUGHERTY PACKING	A second
BEVERAGE - AIR	the company of the co
COMPONENT HARDWARE GROUP, INC.	
COGA - COLA USA	
TOASTMASTER :	100 100 100 100 100 100 100 100 100 100
GRANT COUNTY FOODS 🐩 💝 💮	William 196 39% The Property of the Property o
FRESH EXPRESS	The second secon
TAYLOR FARMS TO THE SECOND OF	
MODULAR DISPENSING SYSTEM STOWN	The second control of
CENTURY PRODUCTS, LLC 🗥 💮 🚎	
ROSE PACKING COMPANY	

	Montnly Lotal Overcharge	Percentage	Wonthiy Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

M OK Didn't meet RSI Min

3600

Mock Report/1

	FY 01 SE Oct-00	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0.30						
Total Dollar Purchases (in Millions) /2	(in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

/1 Includes on food cost index items. /2 Based on FY 99 Sales Volumes

FIG. 36

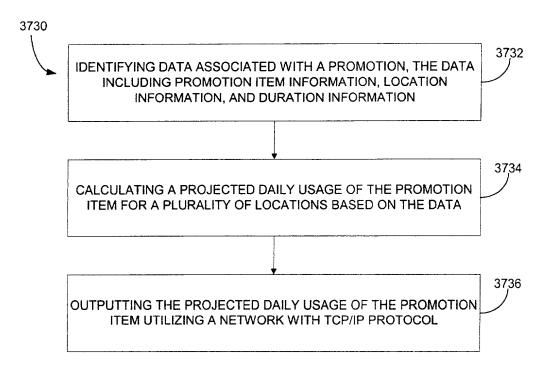


FIG. 37

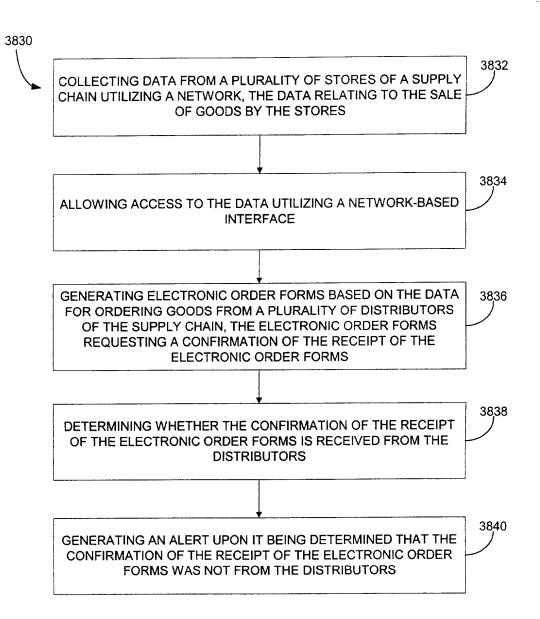


FIG. 38

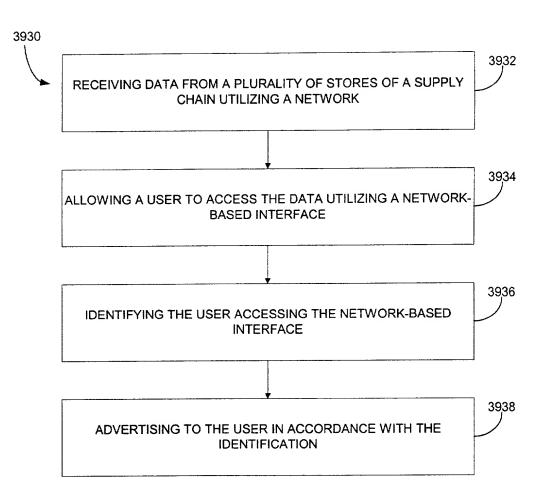


FIG. 39

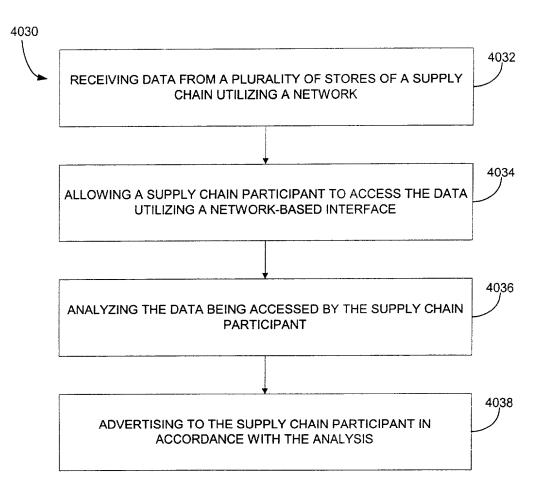


FIG. 40

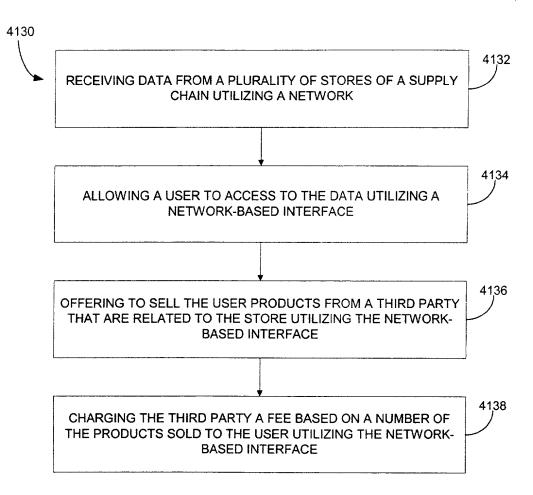


FIG. 41

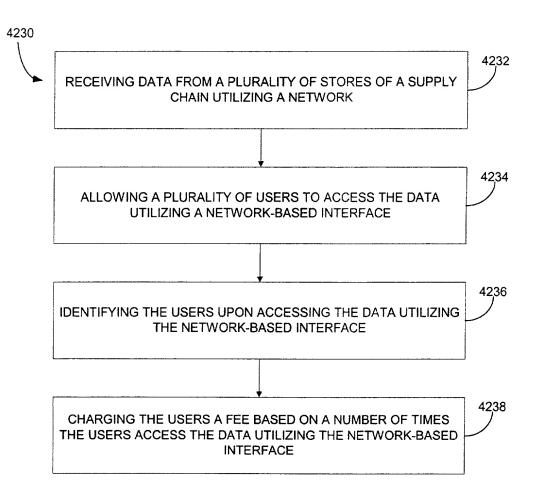


FIG. 42

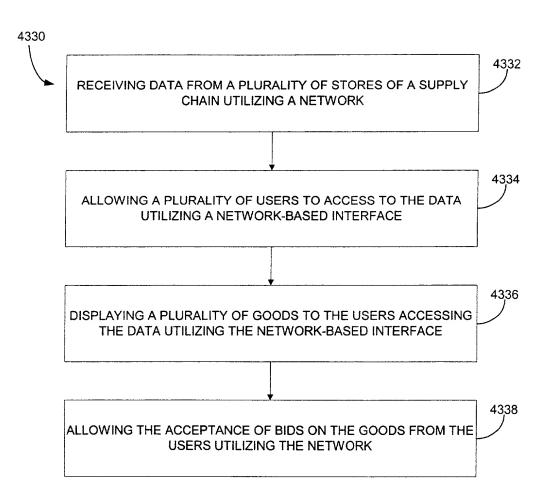


FIG. 43A

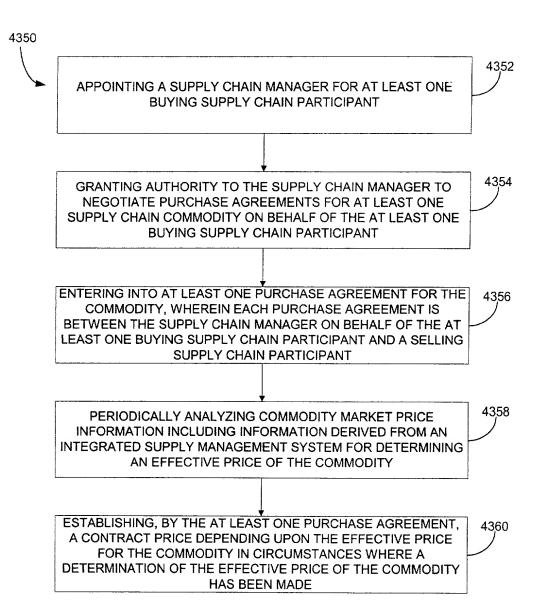


FIG. 43B

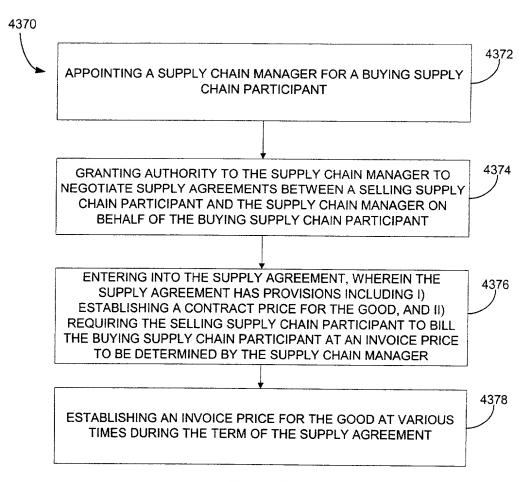


FIG. 43C

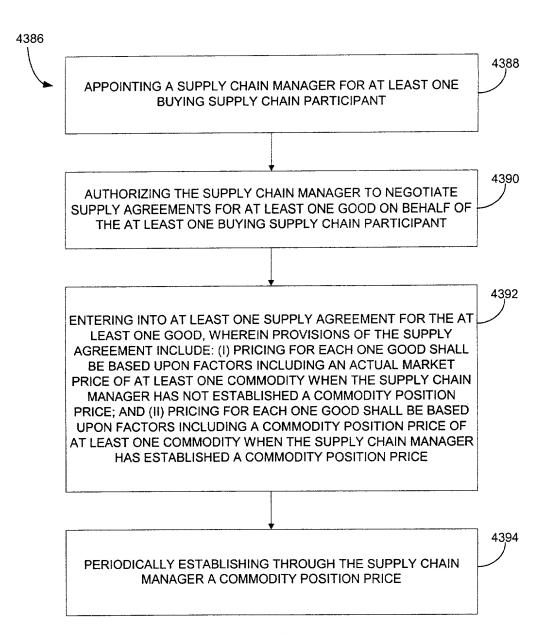


FIG. 43D

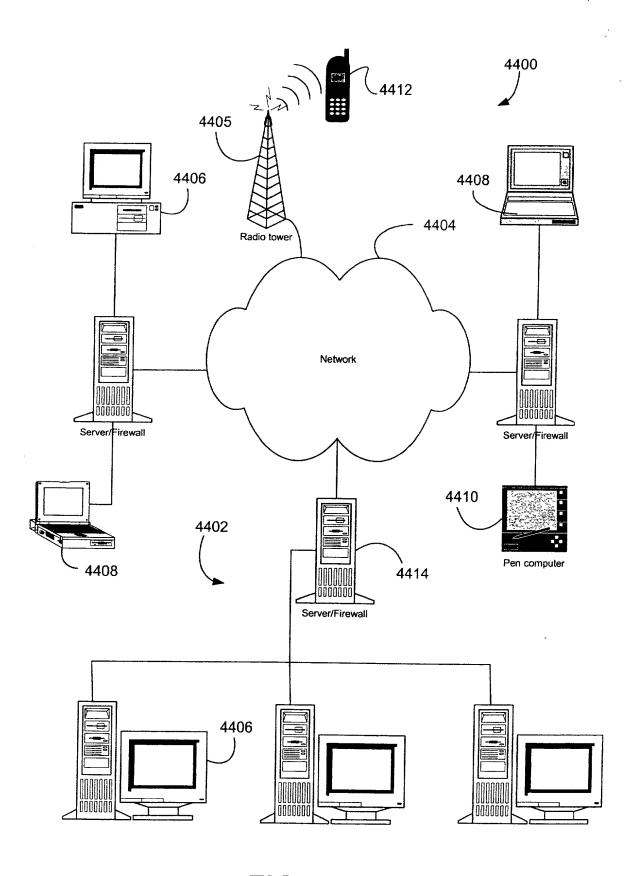


FIG. 44

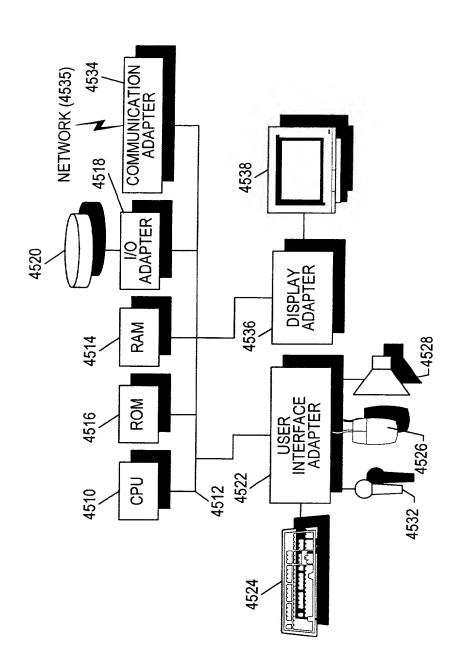


FIG. 45

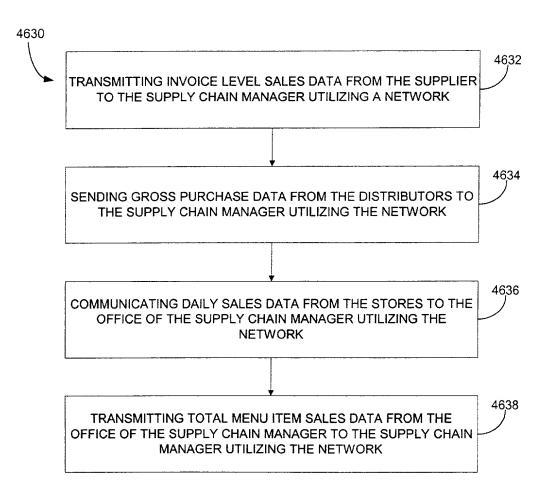


FIG. 46

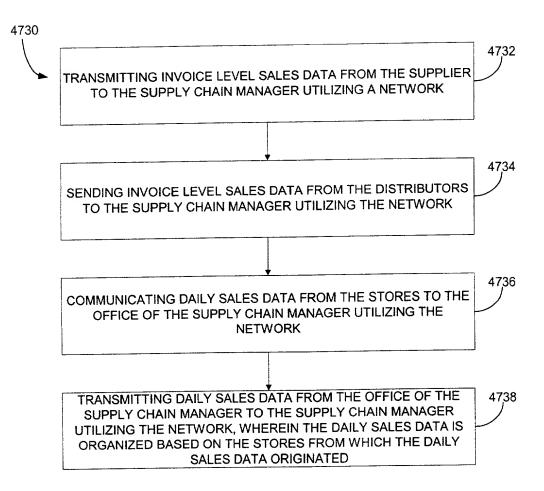


FIG. 47

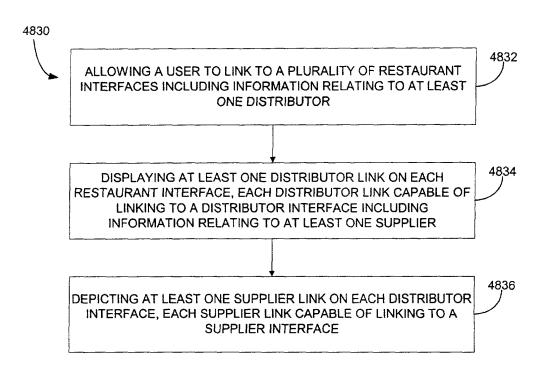


FIG. 48

* 7549 | Links ** Title's Edity" New! Things and an analysis of the Wind The Wind The Control of th 4900 Click For Internet Enter Site BURGER KING® System Independent Purchasing & Distribution Service Co-op Corporation, food and packaging suppliers, marketing agencies, the vast majority of products used by the U. S. BURGER KING RSI was founded in 1991 as the exclusive purchasing agent for system. Its primary purpose is to leverage the buying power of providers to streamline and improve the supply chain efficiency eໍ່ຊັນເຄົາກໍ່ເຕັ້ອເຄົາກັນນີ້ເກືອດ and related services on behalf of more BURGER KING restaurants to achieve favorable contracts for franchisees, elected by region, one Burger King Corporation Franchisee Association. The cooperative maintains a close Restaurant Services, Inc. (RSI) is an independent memberfood, packaging, premiums, promotion products, supplies, representative and one member appointed by the Minority RSI's Board of Directors is comprised of BURGER KING equipment vendors, distributors and information systems owned purchasing cooperative serving BURGER KING® respective roles and responsibilities outlined in a formal RSI works closely with restaurant owners, Burger King working relationship with Burger King Corporation, with Restaurant Services, Inc. 4904 restaurant owners in the United States. Password XXXXXXX than 8,300 restaurants. Operating Agreement. Restaurant Services, Inc. - Microsoft Internet Explorer User Name franchisee Adam (2) http://www.rsiweb.com/home/index.asp 4902 NFA link Contact Information General Information egal Information More About RSI Map/Directions BKC Ink Helo

FIG. 49

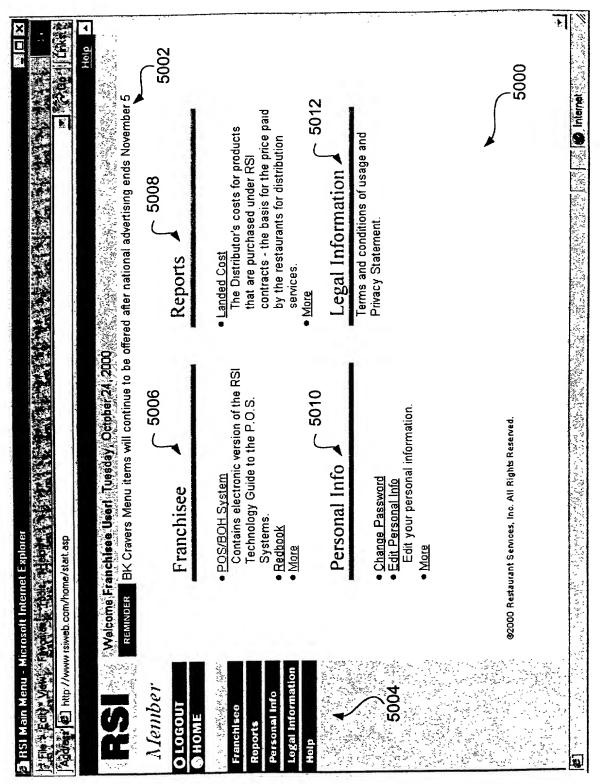


FIG. 50

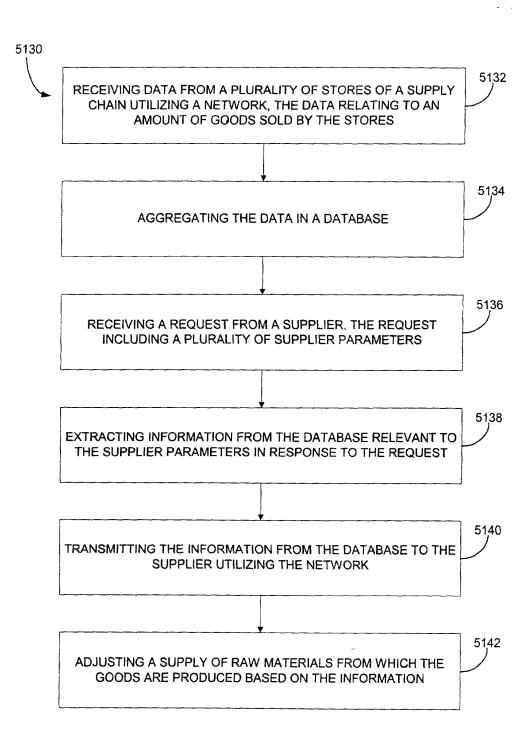


FIG. 51

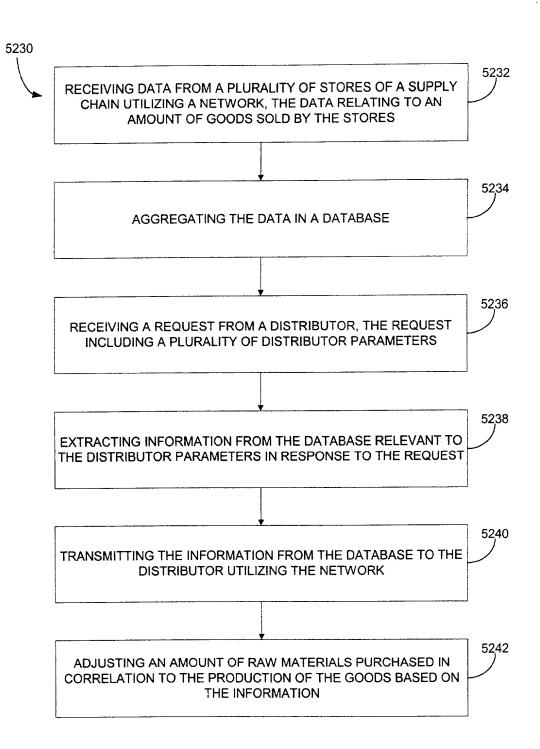


FIG. 52

FIG. 53

9		Help
Distributor	REINHART - CEDAR RAPIDS, 1A Local Promotion Summary by DC Tuesday, October 24, 2000	£ 5400
	The Information contained in this report is privileged and confidential. It is intended only for vlewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	e by Distributor. If you are r ed.
Local Promotion Option	Duration Start Projected (in Participating ADI Date Div Usage Weeks) Rest Count 1	Non-Participating Restaurants
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Pancake Minis Total	90	

FIG. 54

3 PDS Implied Daily Usage - Supplier - Micro		soft Internet Explorer																V
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Legal information	Supplier: TYSON FOODS																矿锰 交质部。	LA WELL
	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	eport is privile distribution, o	ged and co	nfidentia f this rep	l. It is in ort is stri	tended o	nly for vi bited.	ewing a	nd use b	y Supp	ier User.	Hyon	are not (Supplier	r User, yo	ale ale		3
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					<u> </u>	Day Rol	14 Day Rolling (Total Cases)	al Cases						Weel	Week Ending Total	Total		
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FIG. 55

F. □ X Prop F			oert Harris -529-3409	er. If you	Rest Cost \$22.84.	\$1.57 \$7.44	\$48.07	\$31.35 \$2.38 \$6.38 \$3.98	51.57 \$7.98
	0000		Report Contact: Robert Harris Contact Number: 305-529-3409	use by Franchisee Us is stiidly prohibited.	Cost Makup \$21.27 \$1.67	\$5.87 \$1.57	\$44.50 \$1.57	\$29.78 \$1.57 \$31.35	56.41 \$1.57
Restaurant Landed Cost Verification Report - Microsoft Internet Explorer Add: (*) Elinth / / www.rsiweb.com/fran/L_ptic.asp?report=true	Landed Cost Report Restaurant Number: 0003473 → Date: 10/22/00 Retieve	Printer Friendly Version Restaurant Landed Cost Verification Report	Report Date: Sunday, October 22, 2000 Restaurant Number: 0003473 Distribution Center: REINHART - CEDAR RAPIDS, IA	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are neteby notified that dissemination, distribution, or copying of this report is strictly prohibited.	RSI Item Description REGISTER TAPE THERMAL 2.25" X 166"	12860 3686 SUGAR SUBSTITUTE-PINK PKT 2000 CT \$5.87	19432 4473 COFFEE FOLGERS REGULAR 20788 677 MUSTARD-BULK306AL 86.02	20940 4281 WRAP-LOCAL OPTION \$ 24940 8AUCE BULK MAYDNNAISE	24500 4270 WATER-ICE MOUNTAIN .SL
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FIG. 56

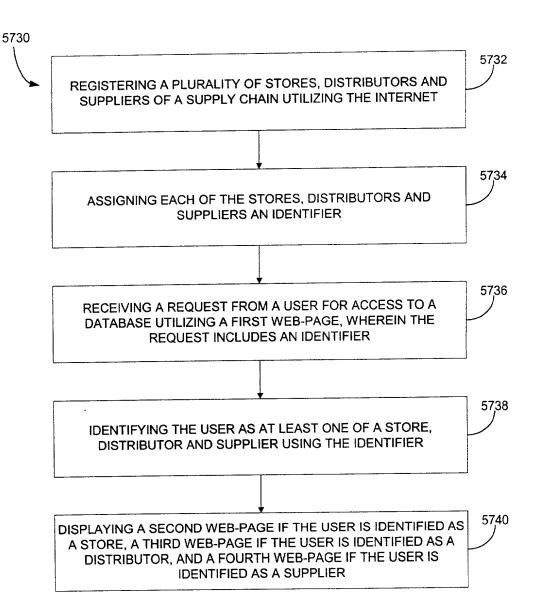
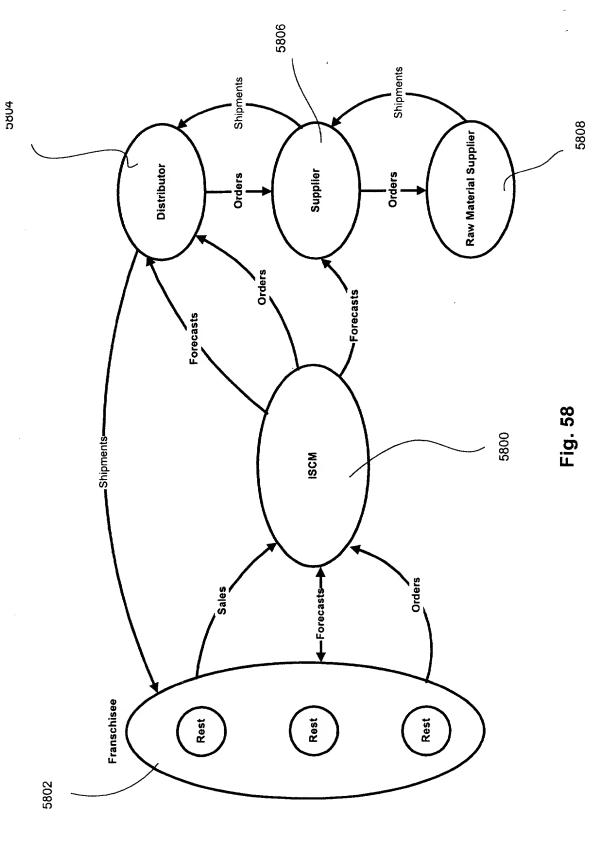


FIG. 57



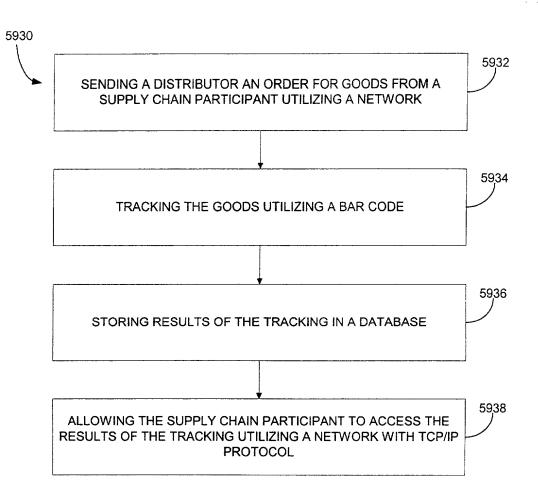


FIG. 59

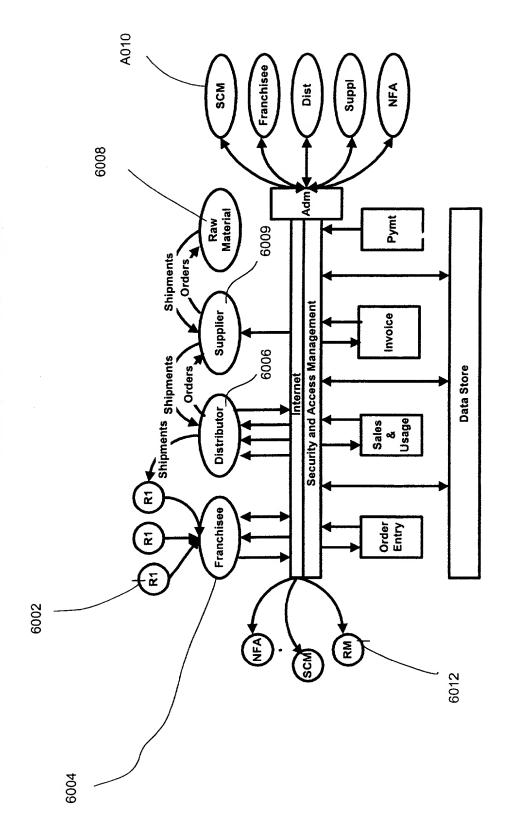
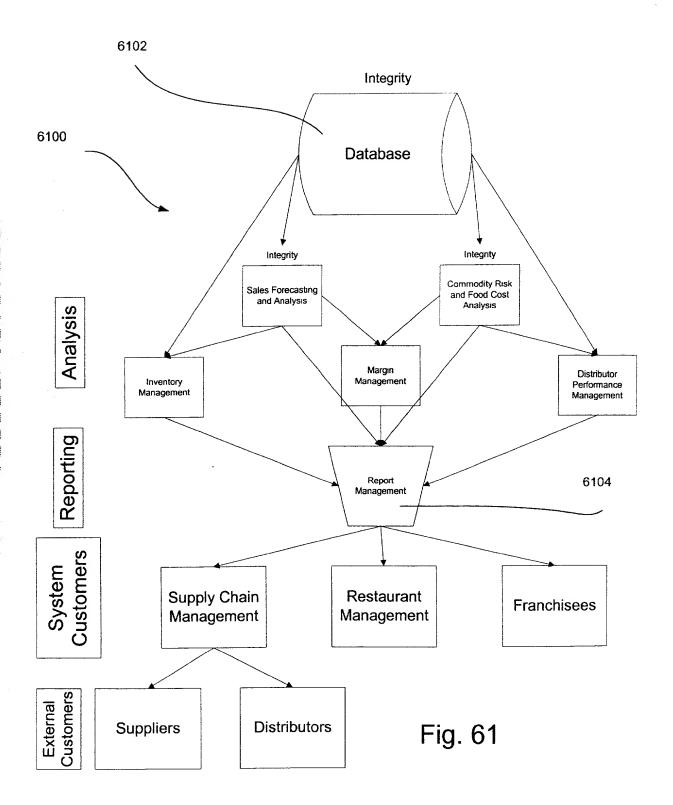


Fig. 60



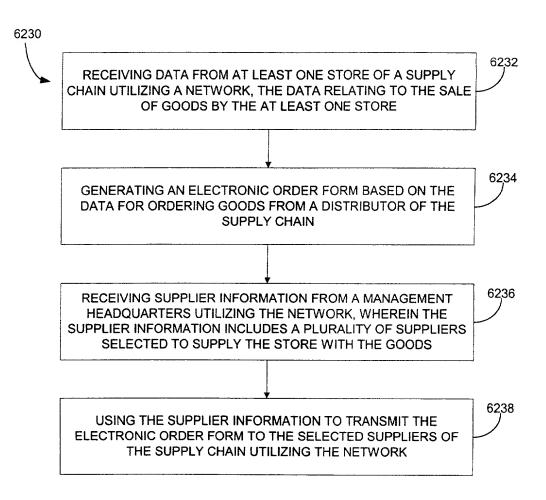
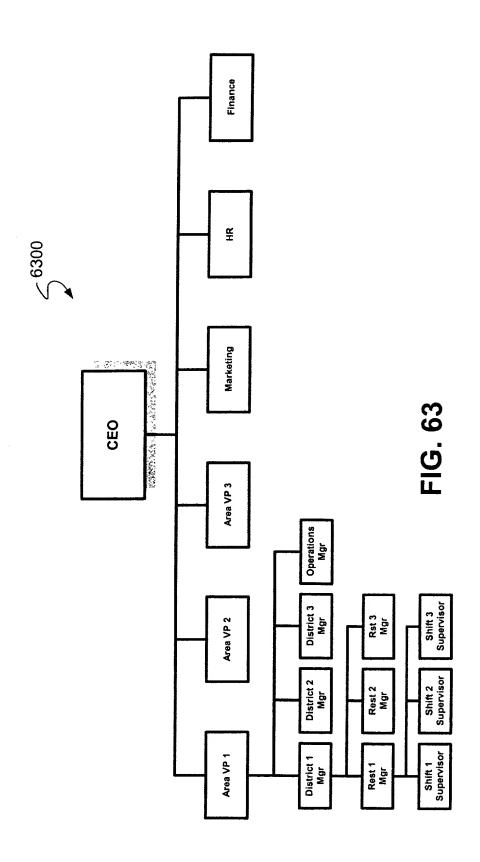


FIG. 62



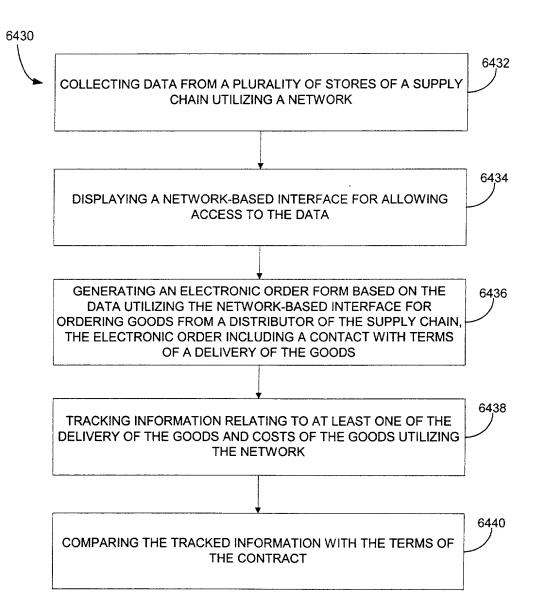


FIG. 64

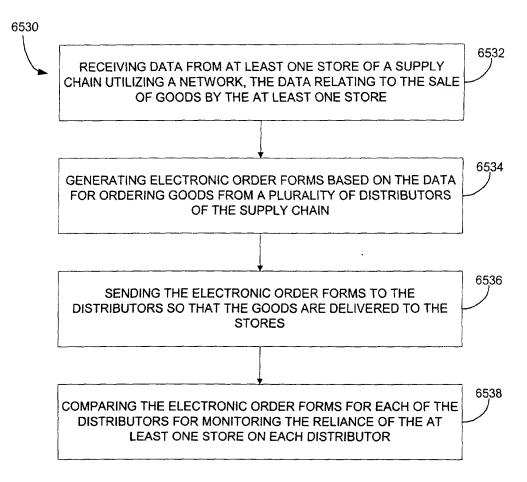


FIG. 65

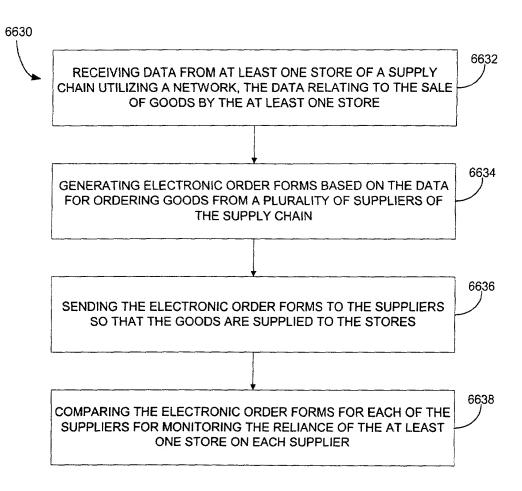
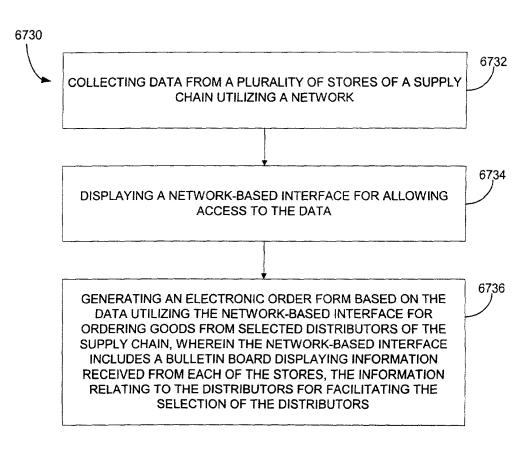


FIG. 66



i .

FIG. 67

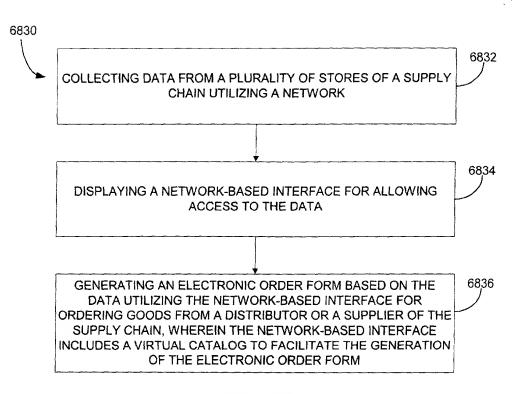


FIG. 68

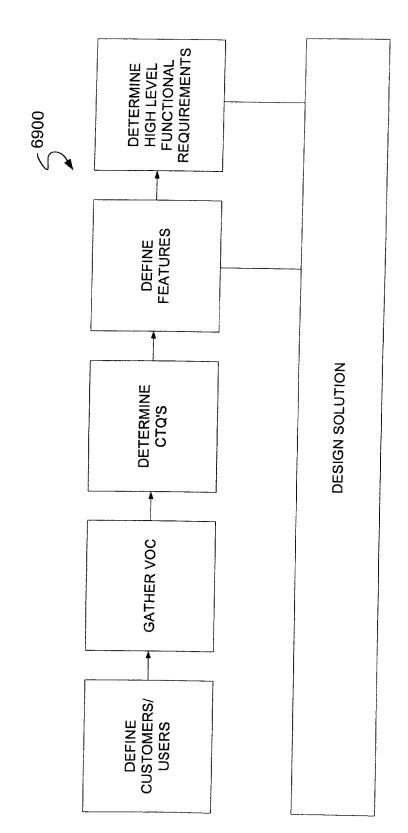


FIG. 69

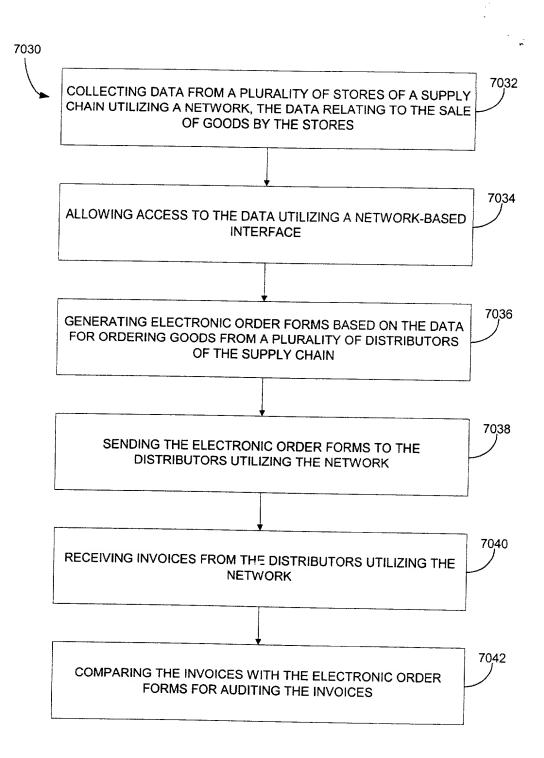


FIG. 70

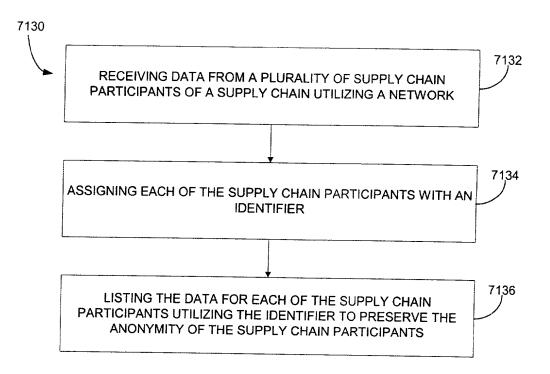


FIG. 71

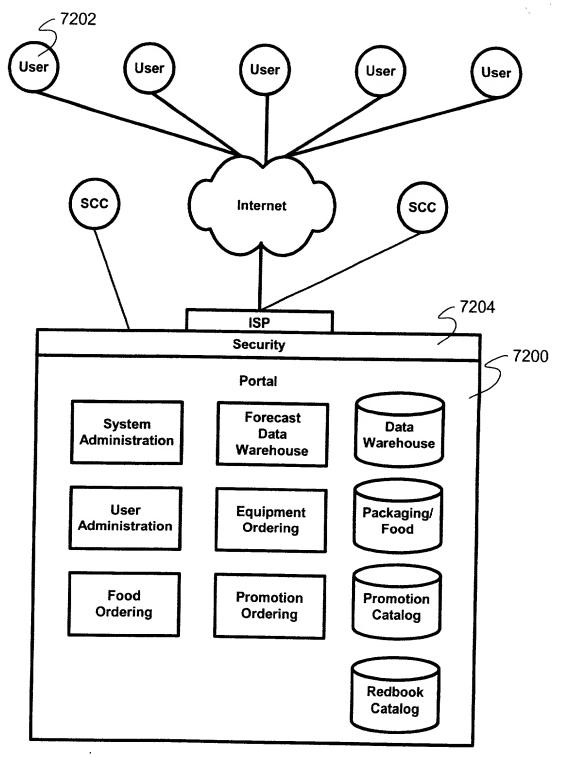


FIG. 72

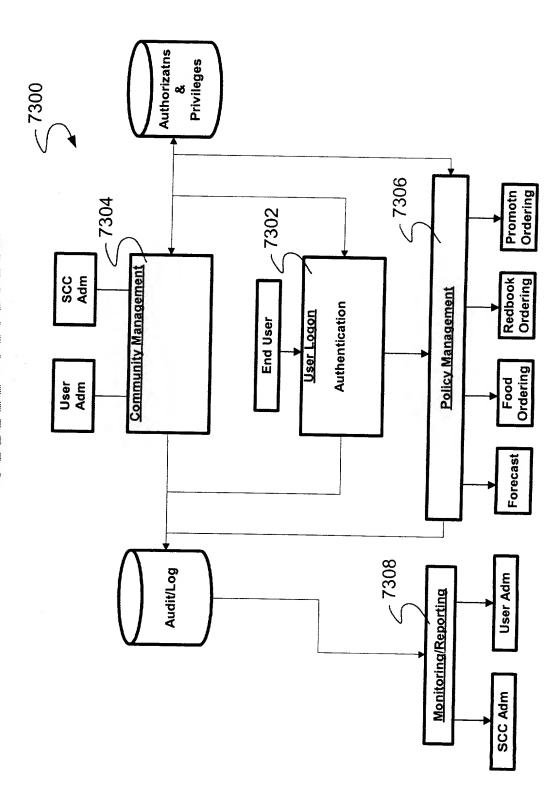


FIG. 73

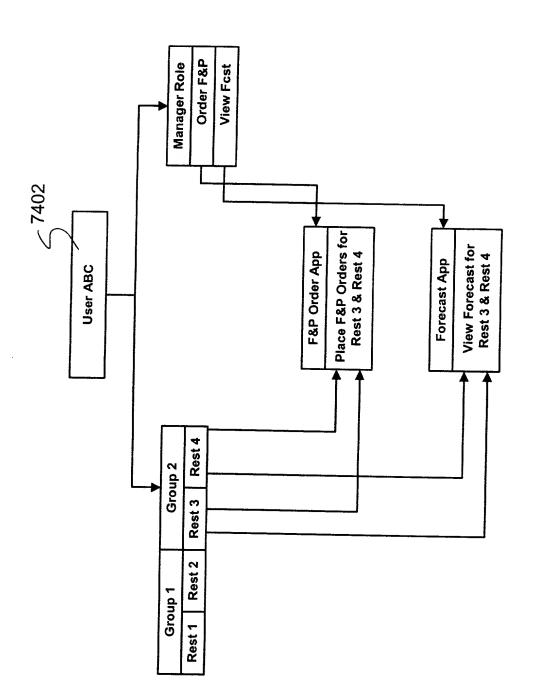


FIG. 74

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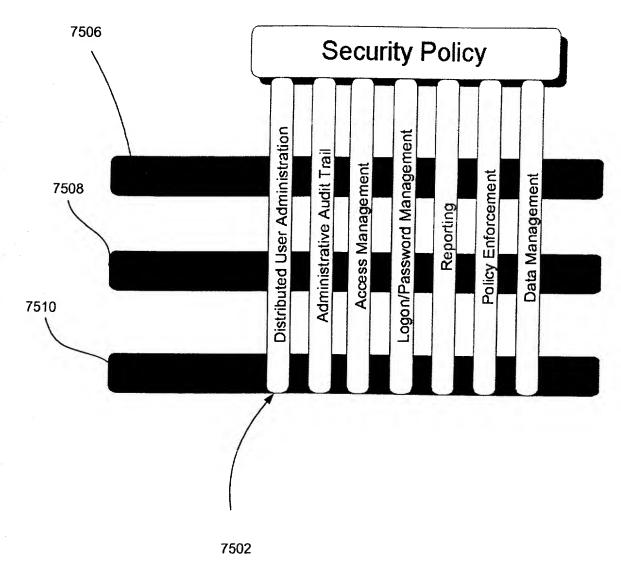


Fig. 75

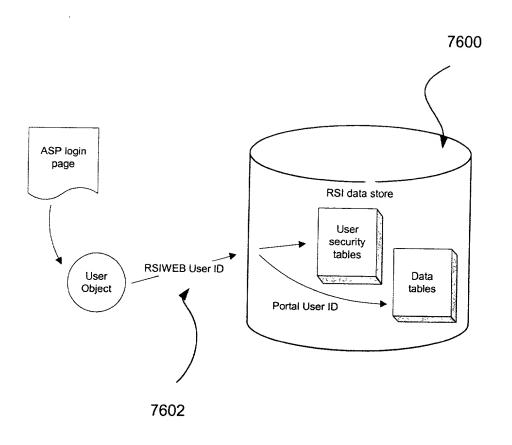


Fig. 76

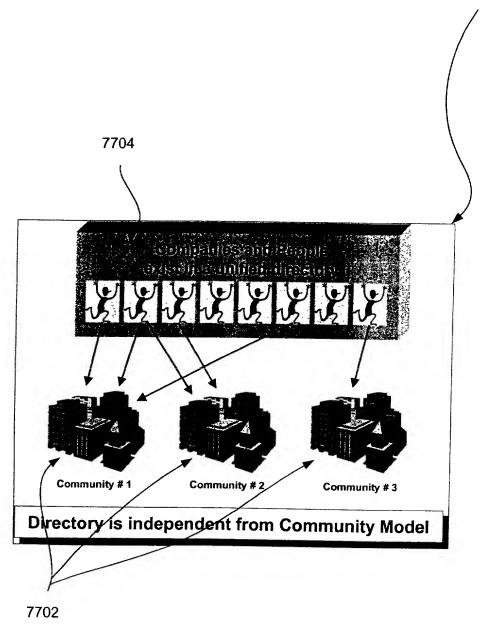


Fig. 77

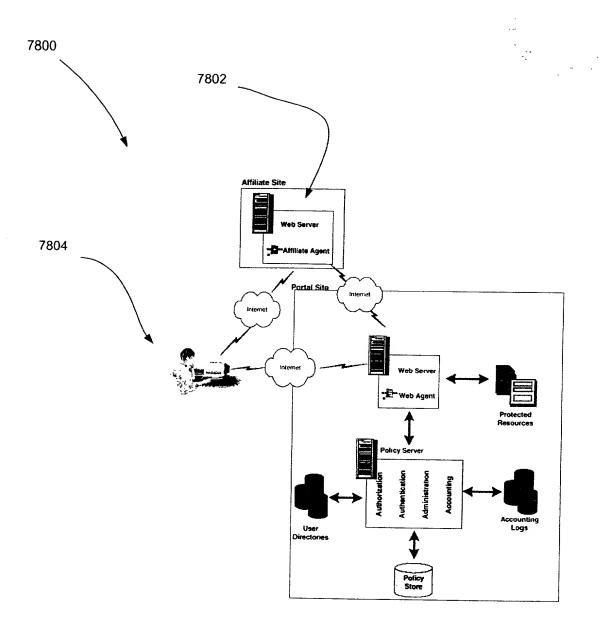


Fig. 78

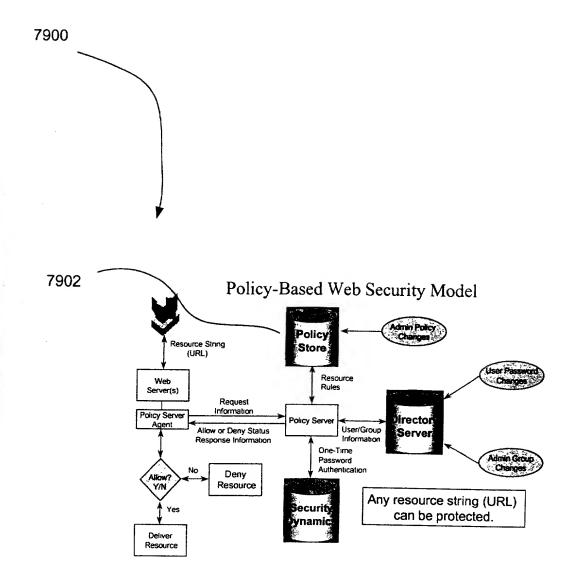


Fig. 79

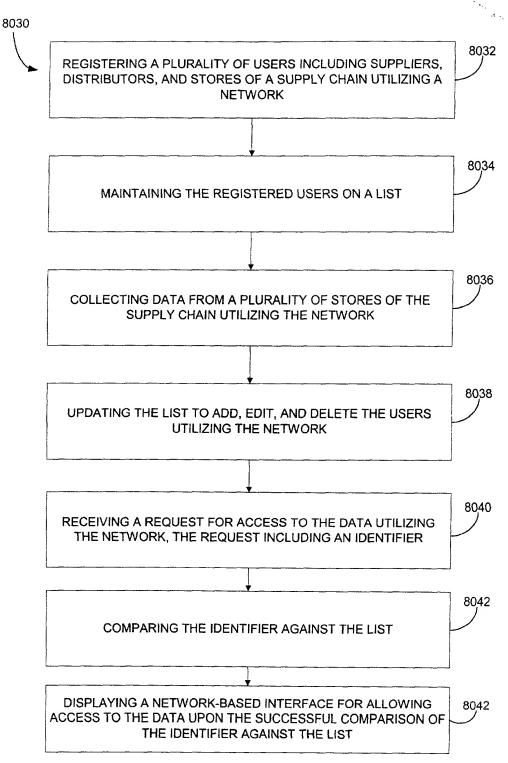


FIG. 80

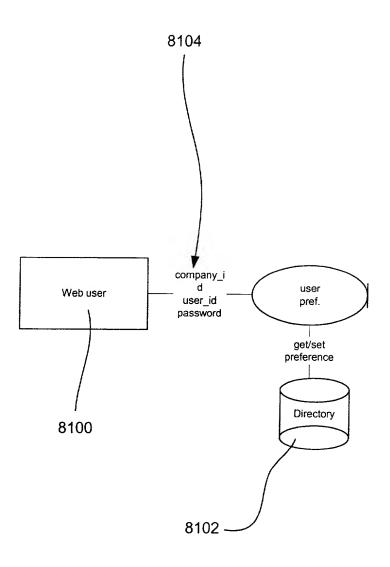


Fig. 81

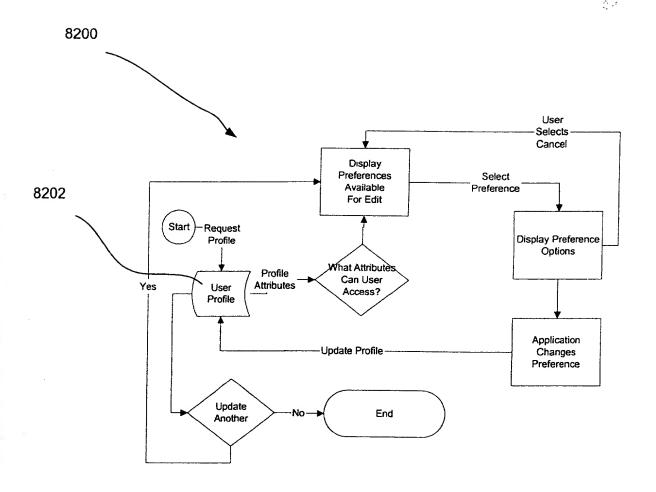


Fig. 82

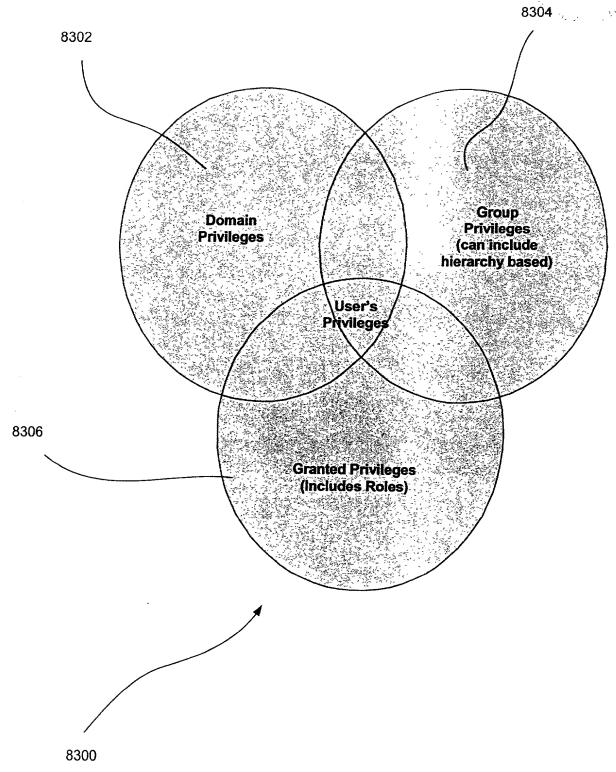


Fig. 83

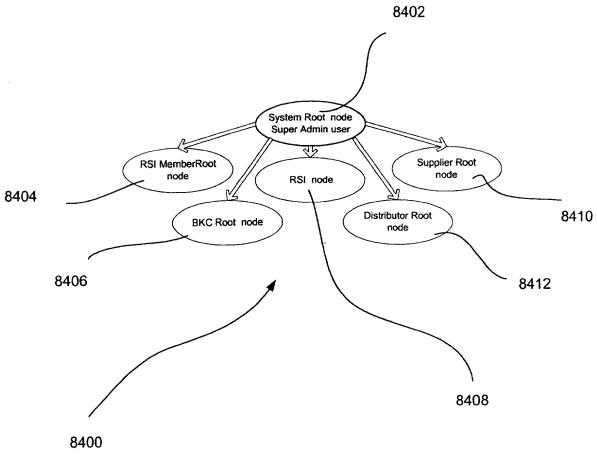


Fig. 84

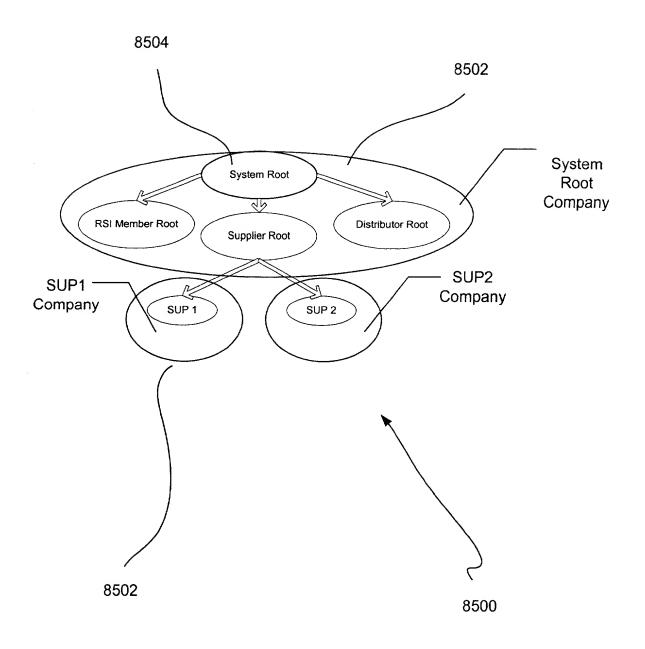


Fig. 85

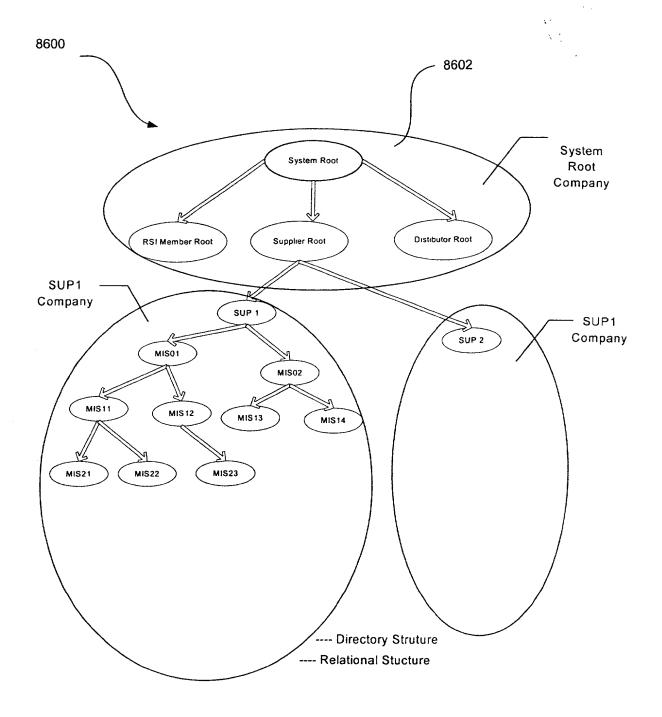


Fig. 86

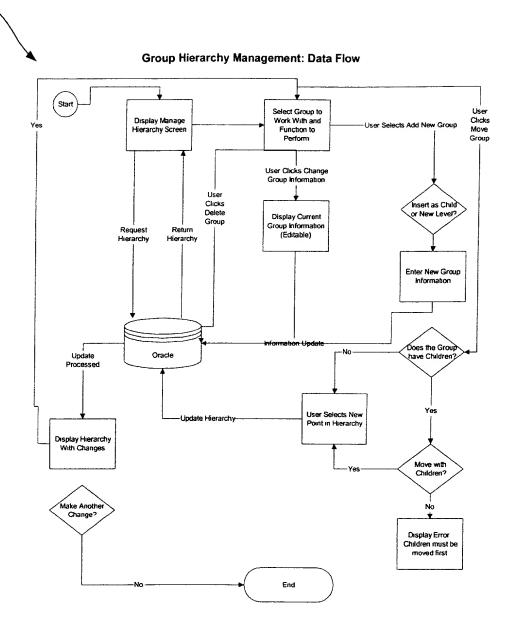


Fig. 87

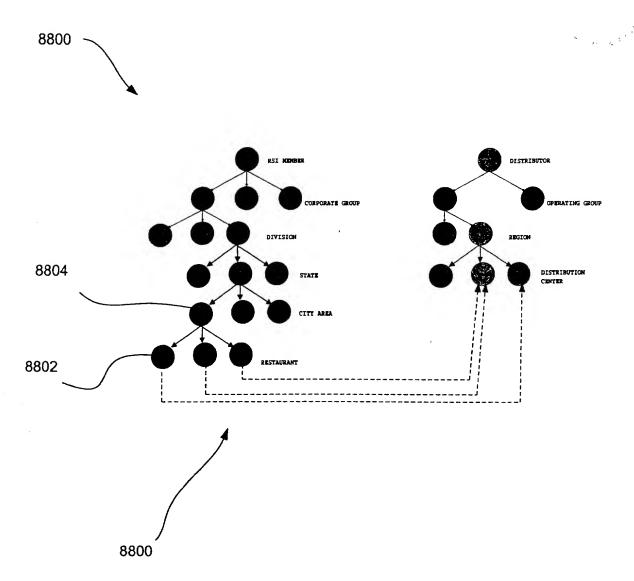


Fig. 88

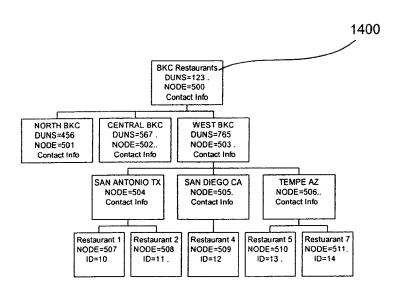


Fig. 89



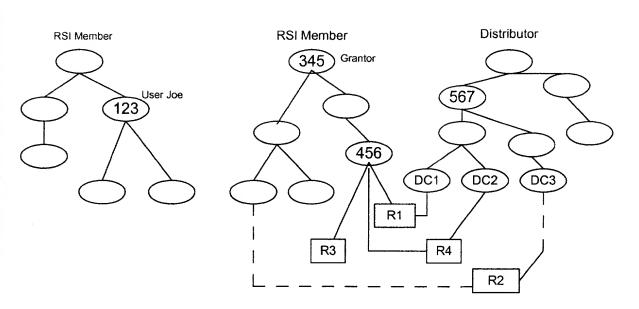


FIG. 90

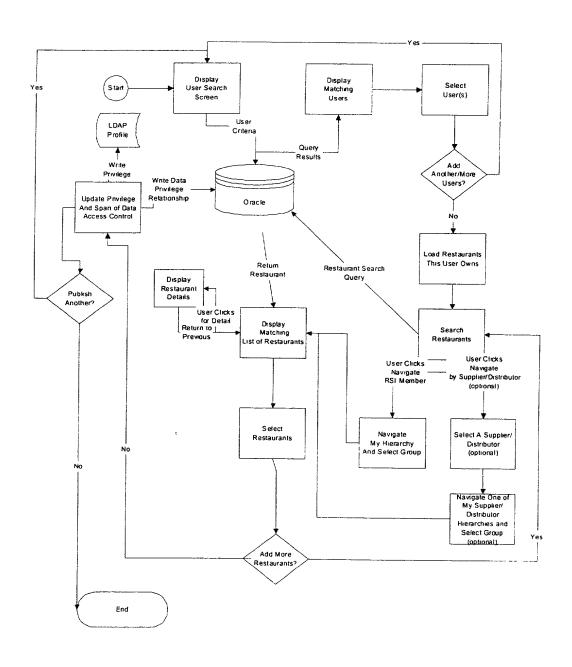


Fig. 91

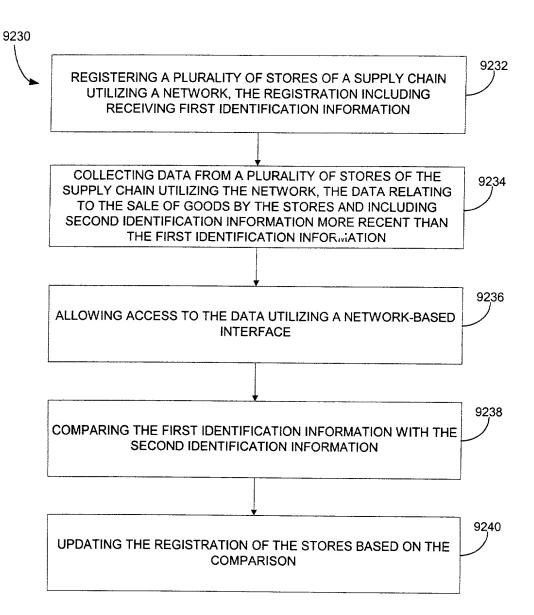


FIG. 92

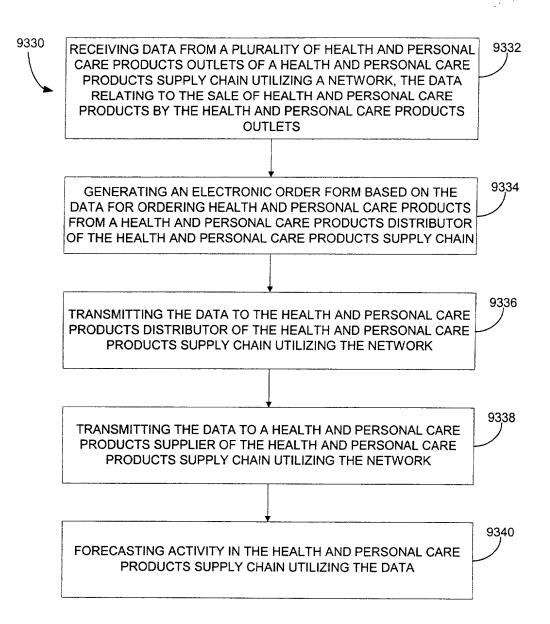


FIG. 93

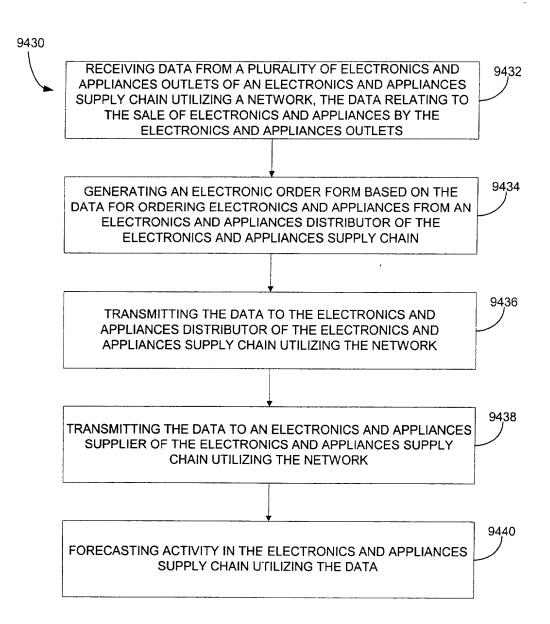


FIG. 94

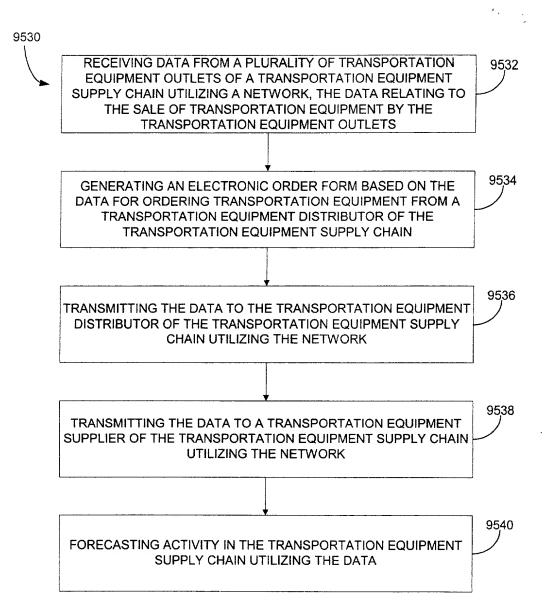


FIG. 95

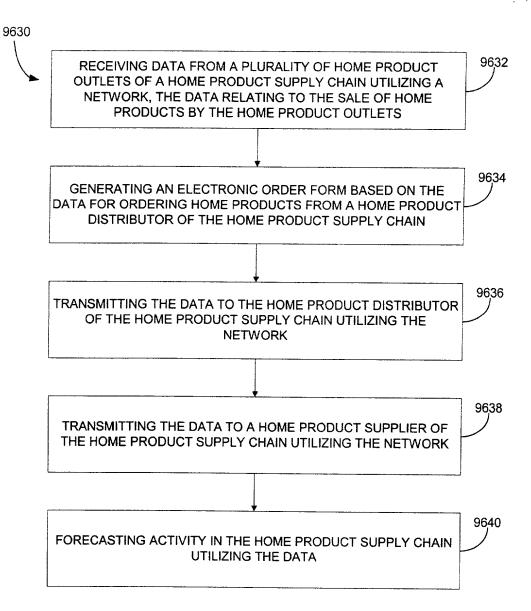


FIG. 96

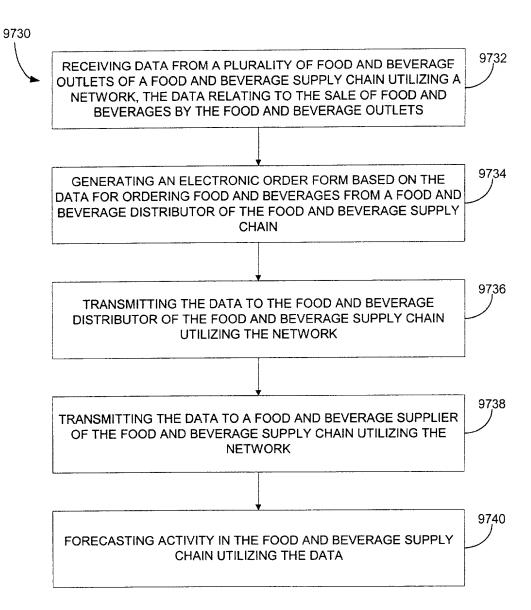


FIG. 97

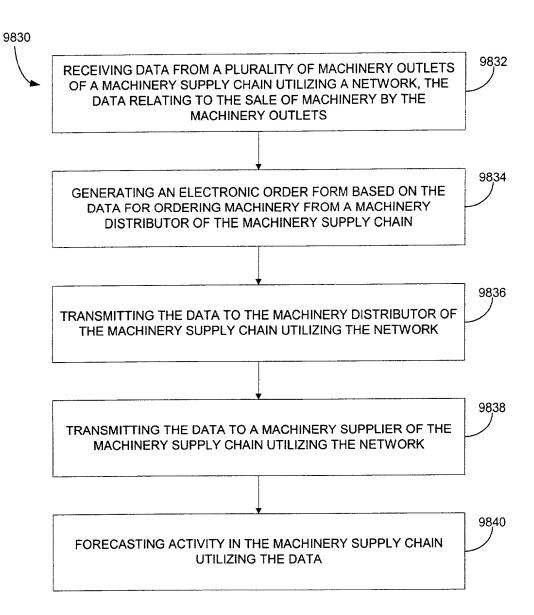


FIG. 98

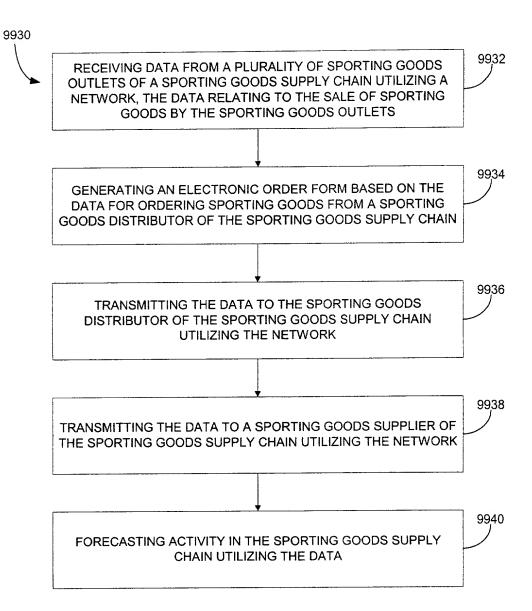


FIG. 99

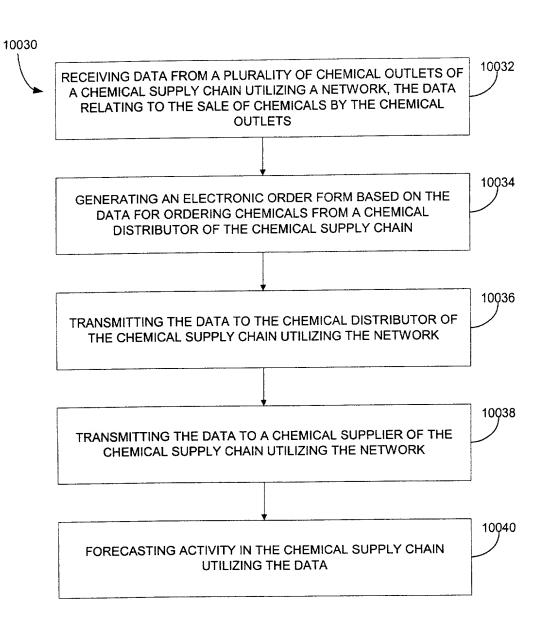


FIG. 100

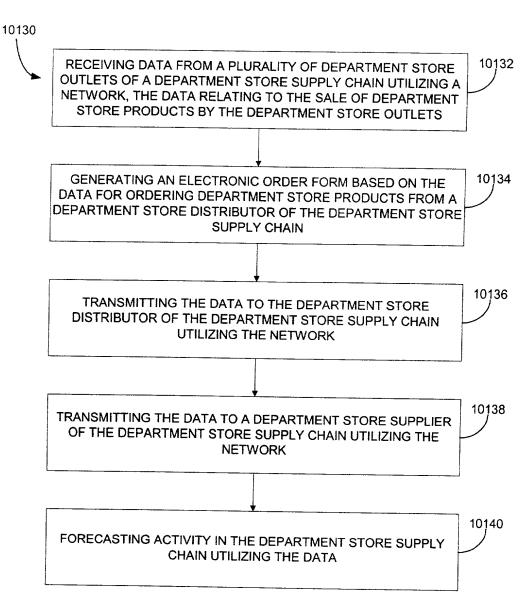


FIG. 101

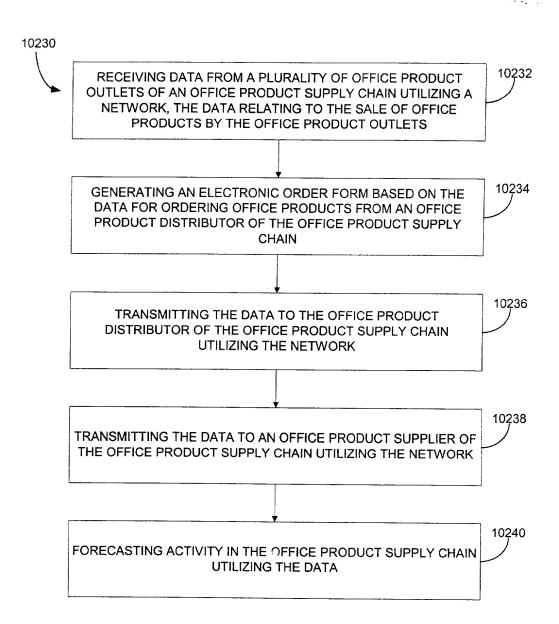


FIG. 102A

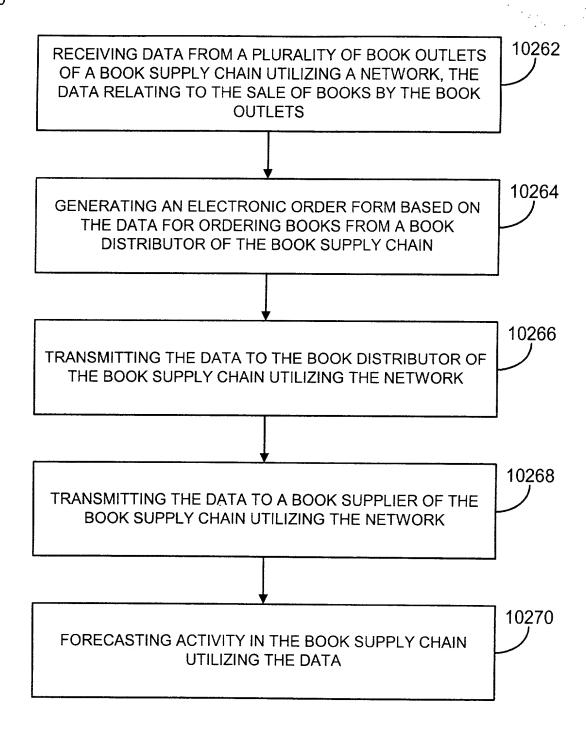


FIG. 102B

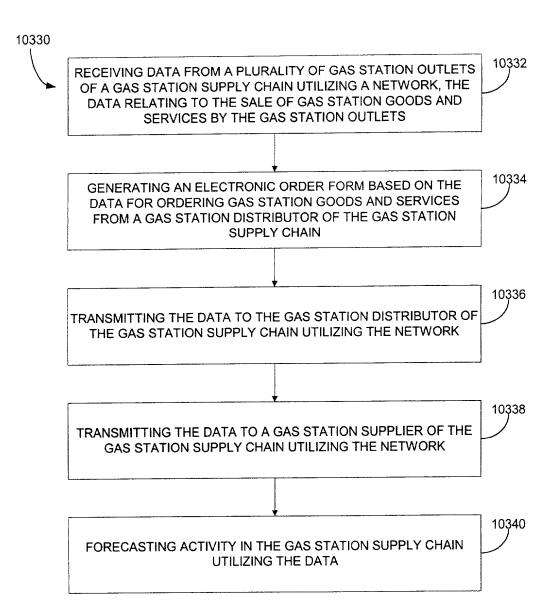


FIG. 103

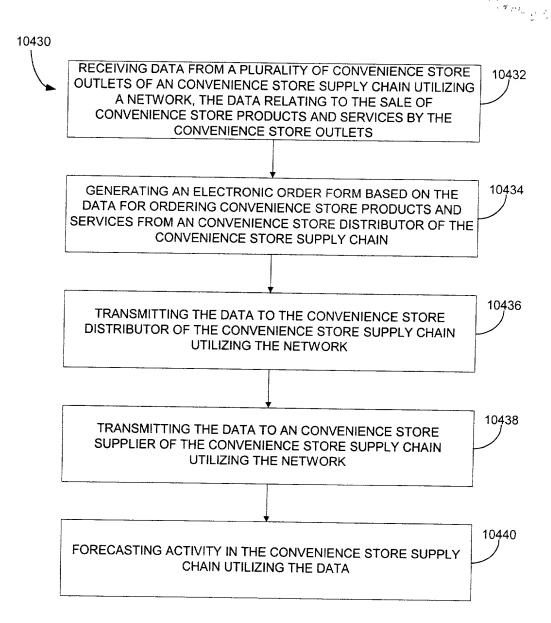


FIG. 104A

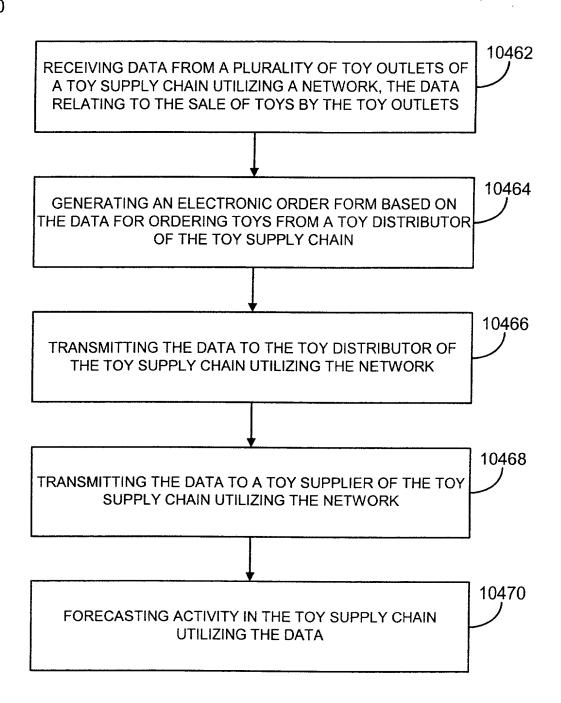


FIG. 104B

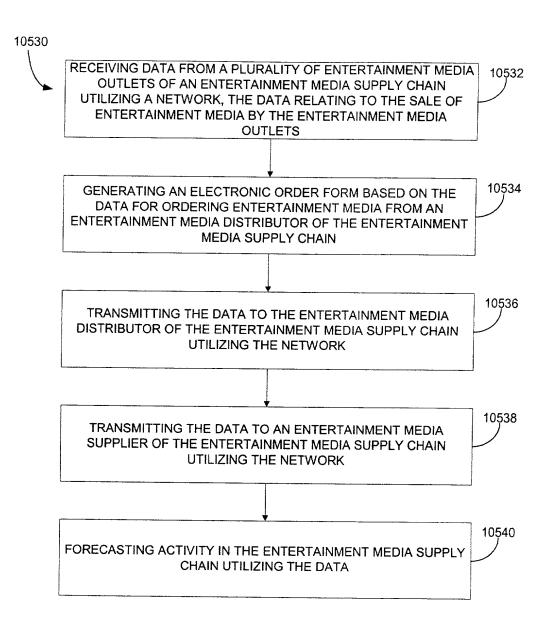


FIG. 105

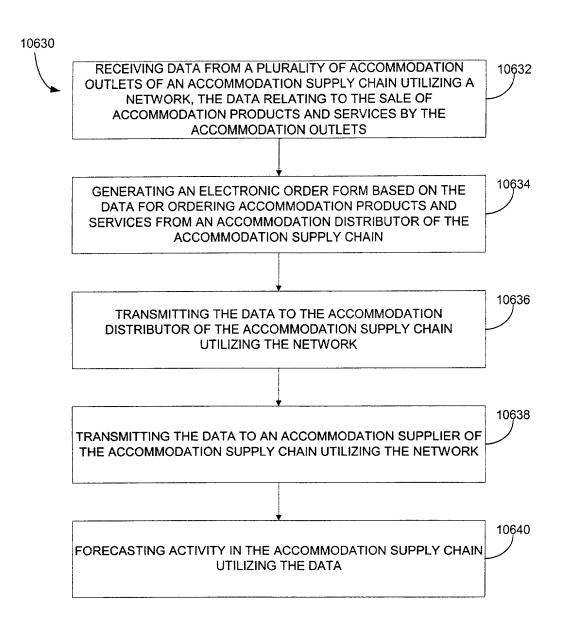


FIG. 106

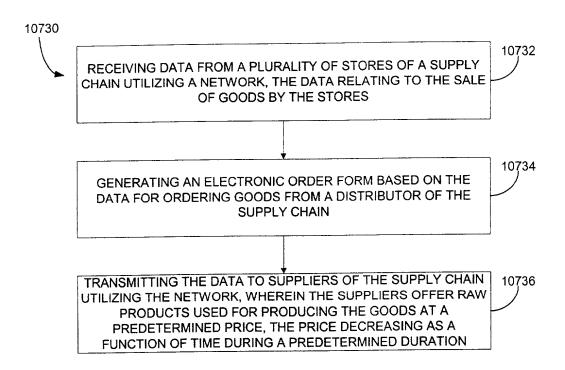


FIG. 107

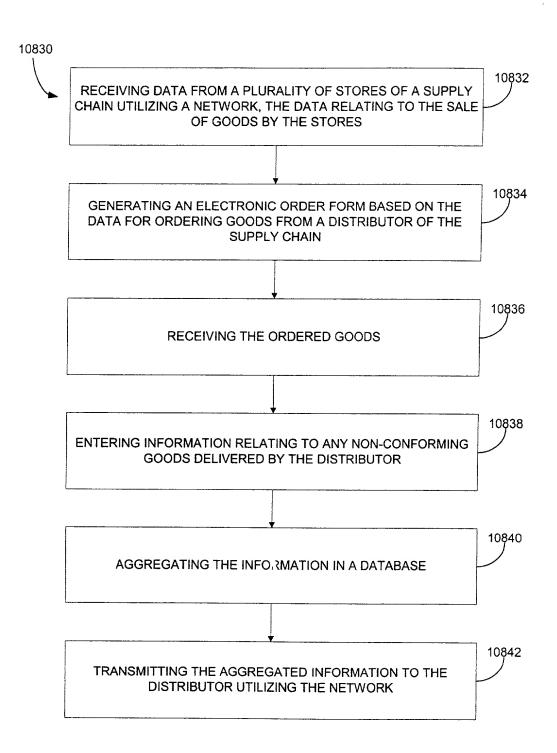


FIG. 108

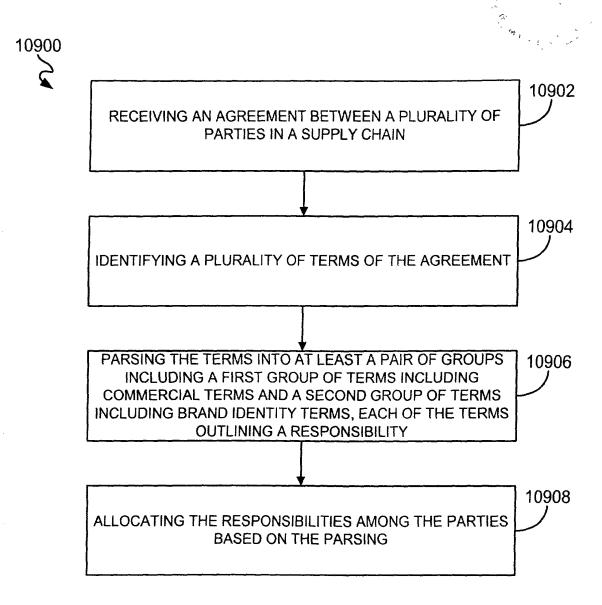


FIG. 109

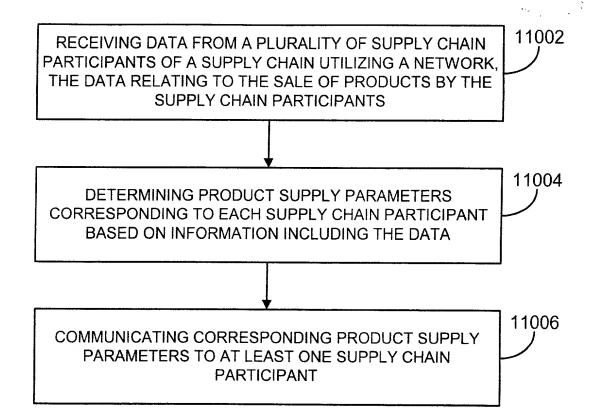


FIG. 110

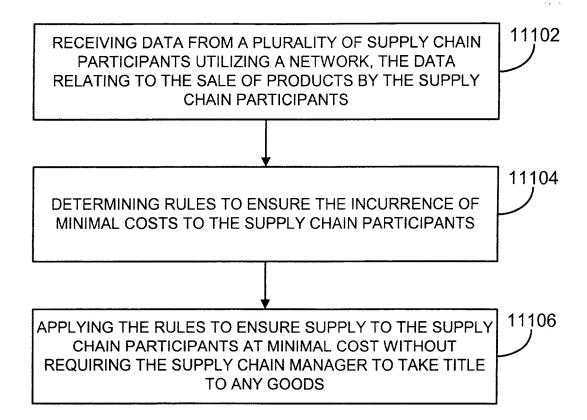


FIG. 111

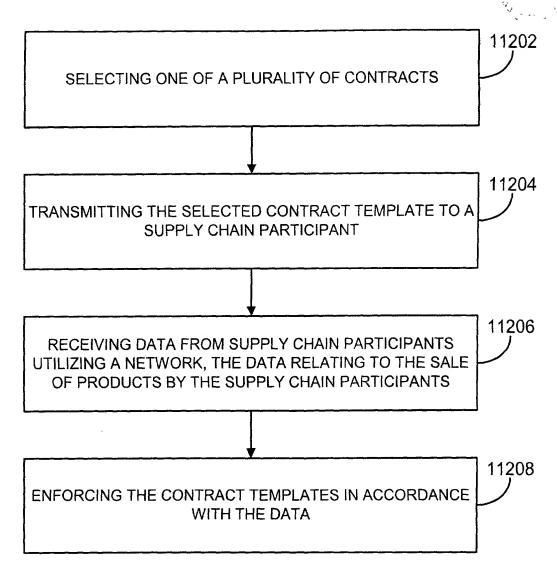


FIG. 112

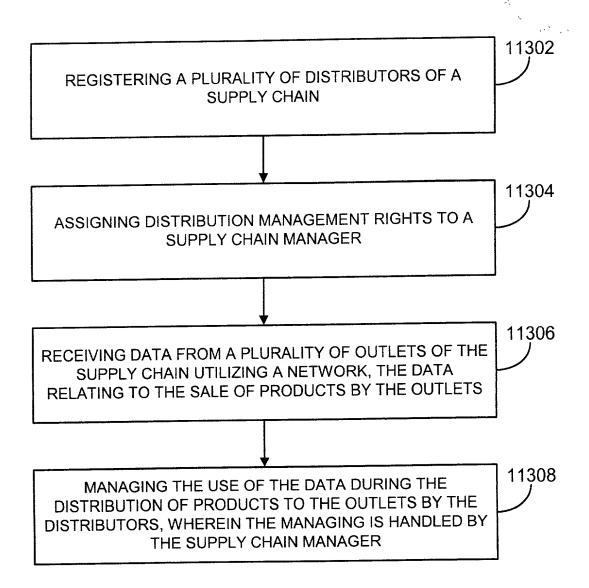


FIG. 113

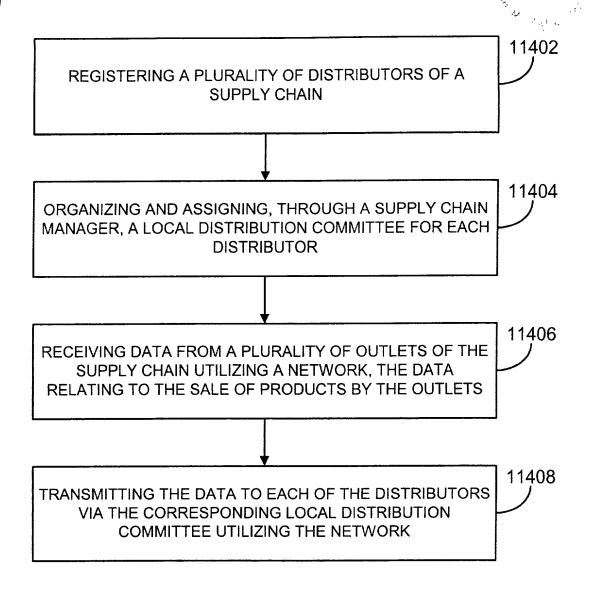


FIG. 114

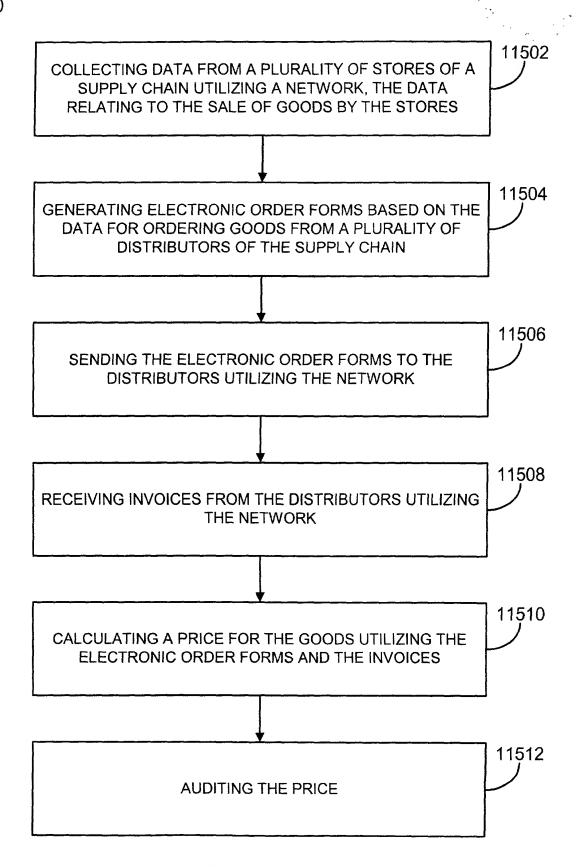


FIG. 115

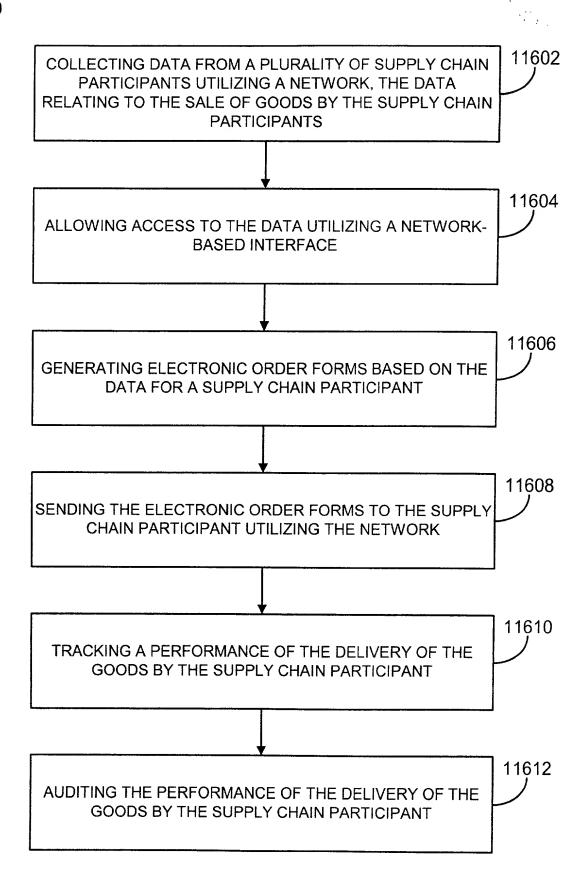


FIG. 116

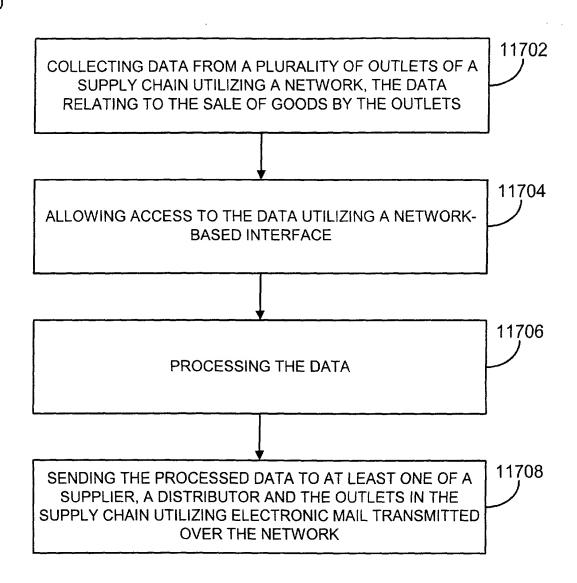


FIG. 117

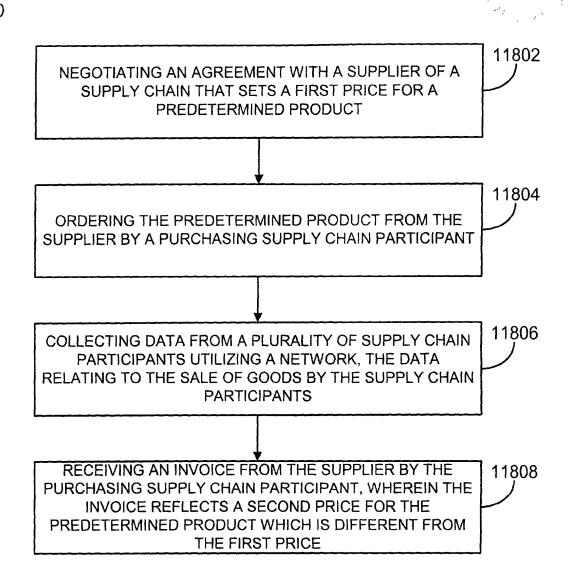


FIG. 118

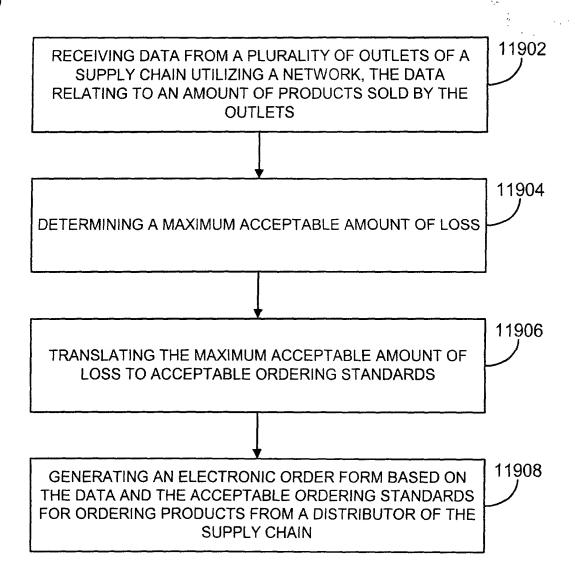


FIG. 119

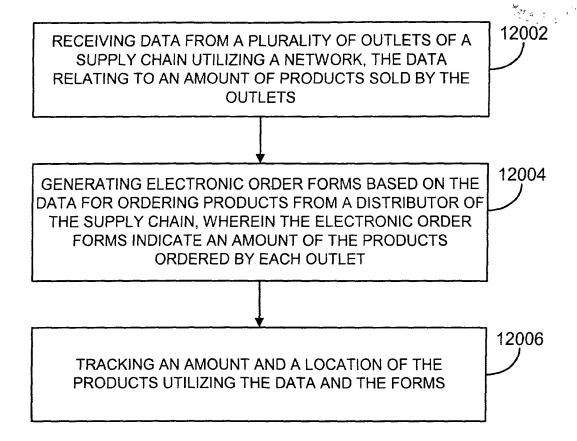


FIG. 120

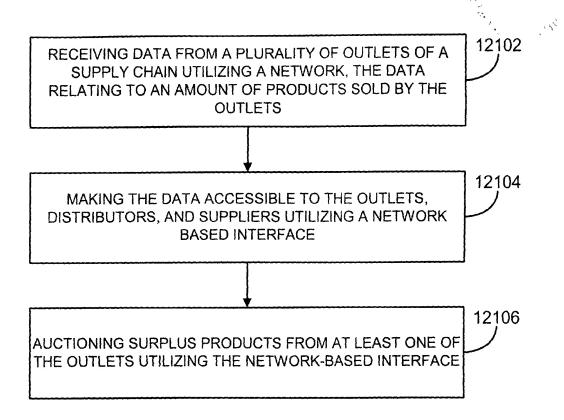


FIG. 121

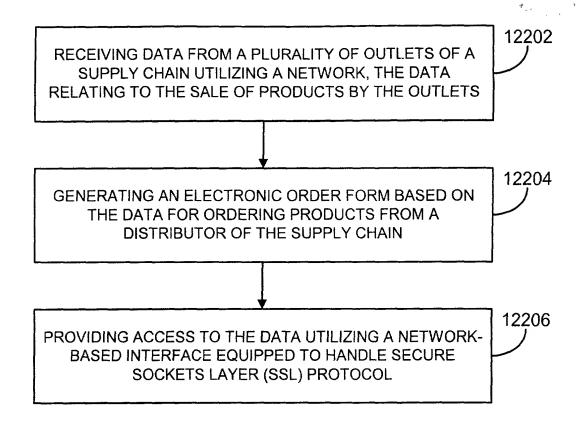


FIG. 122

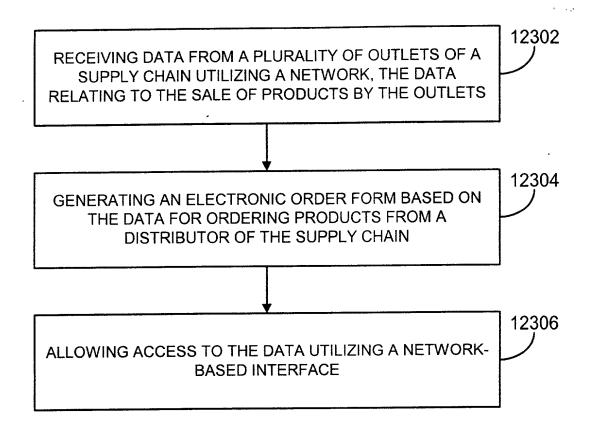


FIG. 123

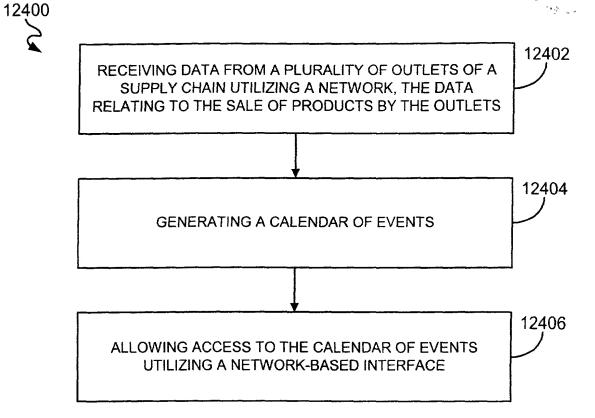


FIG. 124

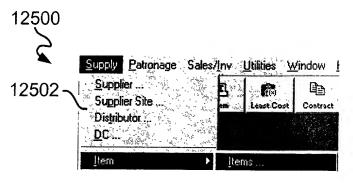


FIG. 125

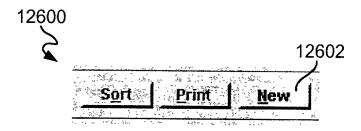


FIG. 126

00		
)		12702
ttem Desc:		
tem Number:	Status Cod	de: . Active
Product Cat Code:	▼ item Rank:	

FIG. 127

Landed Cost by Distribution Center

ltem	Inv FOB	Freight	Landed Routing
Bag - Medium	4.85	0.23	3 T.L
Bag - Large	6.7		6.93 TL
Biscuits - Frozen	12.33		3 T.L
Brush - Pot, Long Handle	40.2		2 TL
Brush - Pot, Short Handle	24		9 TL
Carton - Breakfast	16.59		9 RDC
Carton - Large Fry	29.91	0.81	30.72 RDC
Carton - Medium Fry	18.92		5 TLMIN

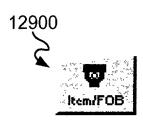


FIG. 129

13000

Supplier Item Desc:			kem No:	A STATE OF THE STA
Current:	F.Yes C No	Tie Qty:		
Items per Case:	5000	High Qty:) W () 3 4 m () 3
Innerpack Contents:	5/1000 jj	Cases Per	Pallet:	HARMAN CA
ttem Size:	\$2.5.7 Jun 1	Stacking A	lowed:	
Case Length:		Universal P	roduct Code:	1,000 m
Case Width:		Cases Per	Truckload:	1350
Case Depth:		Net Weight		39.00
Case Dimension U/M:	NCHE(S)	Gross Weig	int of the state o	39 00
Item Cube:	0.95 CUBIC FEET	Weight U/M		POUND(S)
Item Shelf Life:		▼ BarCode:		

FIG. 130

1



FIG. 131

Site Informa	tion Site Id: 16	FOB Shipping Point
<u>Name:</u>	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active 💌	Rail Sidings:

FIG. 132

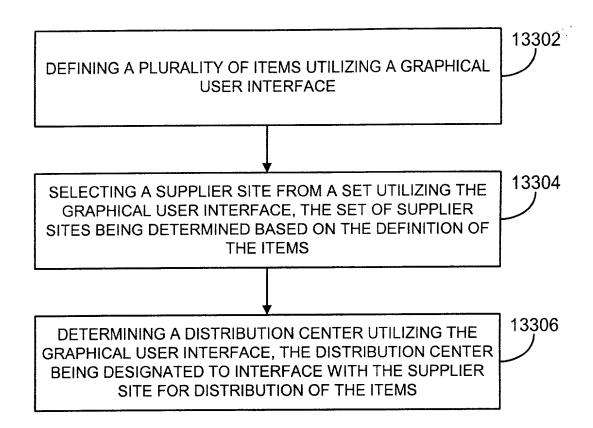


FIG. 133

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96	End: 9/1/96 Final:
Ou	erride Rules: 🖍 Yes 🤄 No Apply By : Cell 🔻	

FIG. 134

13500

TENCTA NEW	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34 3200	34.3900	0.8400	35.2300
34 3200	34.3900	0 2900	34.6800

FIG. 136

13700

Contr	JAJLB, "S.	Trk	Routing
96	83,600	2.0	TL
96	215,040	51	TL

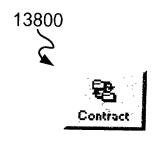


FIG. 138

1	3900
	ک

Min Ordr	UM , 5	Slip	Deliy.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

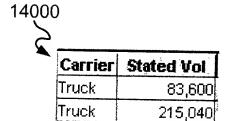


FIG. 140

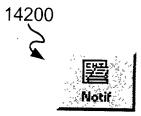


FIG. 142

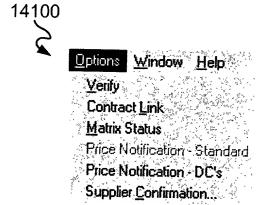


FIG. 141

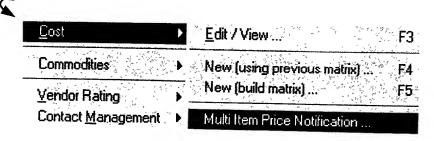


FIG. 143

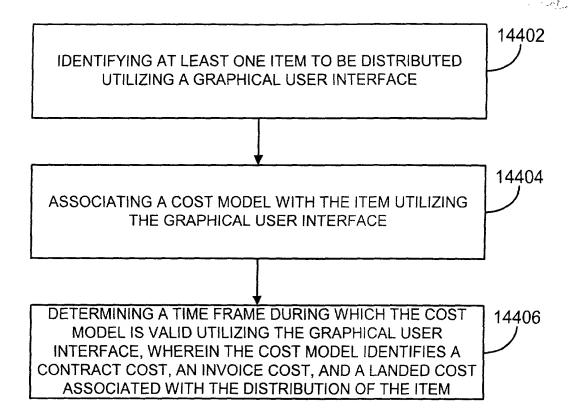


FIG. 144



FIG. 145

14600

Contract ID:

673 - TYSON FOODS

<u>Initial Buyer Name:</u>

Jamie Hersh

Current Buyer Name:

Chris Stainton

FIG. 146

14700

Contract Start Date: | 65/15/98

Contract End Date: | 12/31/02

Execution Date: | 5/15/98

Effective: | Shipment Date | ▼

Payment Terms:

FIG. 147

Net 10

14800

Generate

FIG. 148

14900



FIG. 149

15000



Select the End Dates to Use on the Exhibit

item Description	Cost Matrix End Date	Contract No End
BEEF - 77% (1995) 1995	C 8/1/98	© 2/24/08 € No Date
BEEF-WHOPPER 4.0 OZ	C 8/1/98	© 2/24/08 © No Date
BEEF-WHOPPER JR. 2.8 OZ.	8en ns	© 2/24/08, ∞ C.No Date .

FIG. 151

15200

Options Window Help

New Items.

<u>D</u>elete Item. Exhibit <u>A</u>

Exhibits B

Exhibits C

Replacement Exhibit B

15300



FIG. 153

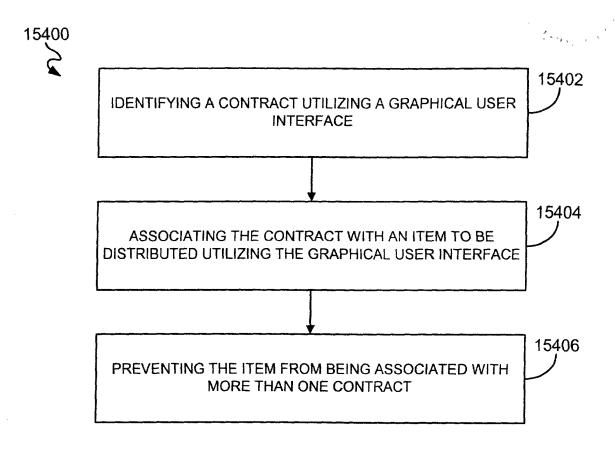


FIG. 154

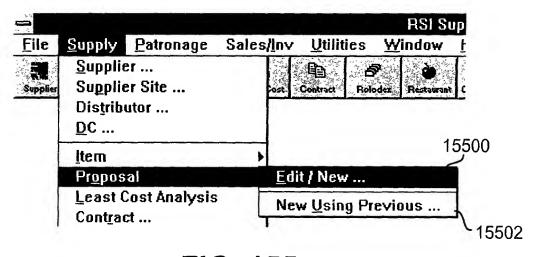


FIG. 155

Main Info Items Suppliers DCs FDB Price DC/Rest. Usage Templates View Bid Proposal Information Proposal ID: 1021 Proposal Bue Date: D6/12/97 Proposal Name: Foam Hot Cups & Polystyrene Lids Contract Begin Date: D7/01/97 Buyer Name: Dennis Clabby	Proposal - Foam Hot Cups & Poly	styrene Lids
Proposal Information Proposal ID: 1021 Proposal Date: 06/12/97 Proposal Name: Foam Hot Cups & Polystyrene Lids Contract Begin Date: 07/01/97 Buyer Name: Dennis Clabby 1 Contract End Date: 06/30/98 Actions ** Date: Action Description:	Main Info Items Suppliers DCs FDB Price DC/Rest	Usage Templates Mew Bid
Proposal Name: Foam Hot Cups & Polystyrene Lids Contract Begin Date: 07/01/97 Buyer Name: Dennis Clabby Contract End Date: 06/30/98 Actions # Date: Action Description:	to the control of the control of the control of the first of the control of the c	
Proposal Name: Foam Hot Cups & Polystyrene Lids Contract Begin Date: 07/01/97 Buyer Name: Dennis Clabby Contract End Date: 06/30/98 Actions # Date: Action Description:	Proposal III: 1021	Proposal Due Date: 06/12/97
Buyer Name: Dennis Clabby Contract End Date: D6/30/98 Actions * Date: Action Description:		
Actions * Date: Action Description:		Contract Begin Date: 107/01/97
# Date: Action Description:	Buyer Name: Dennis Clabby	Contract End Date: 06/30/98
# Date: Action Description:	Actions	
	· " [[[[[[[[[[[[[[[[[[
05/28/97 Sent this bid to Dart and also sent a request for information to WinCup.	A	formation to WinCup.
		A STATE OF THE STA

FIG. 156



FIG. 157

P	roposal - Foam Hot (Cups & Polystyren	e Lids
Main Info - Items Sur	opliers DCs FOB Price	DC/Rest Usage	Templates View Bid
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			
00 Search Query	Reset		
Query Values			2 Rows Selecte
tem Description	on 1	and the second	em Description
CUP-HOT		LIE-HOT 12/16	OZ (DRY)
		> LOHOT 8 OZ	(DRY)
		≥ الخد	
		<u> </u>	

FIG. 158

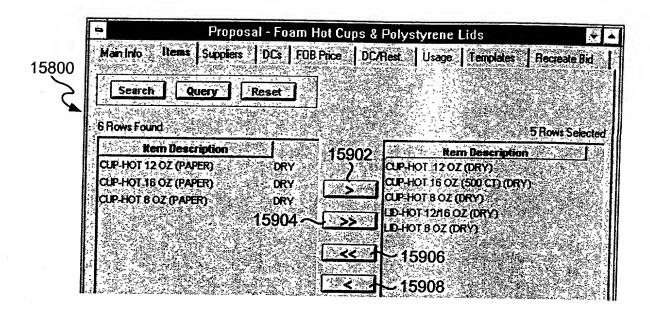


FIG. 159

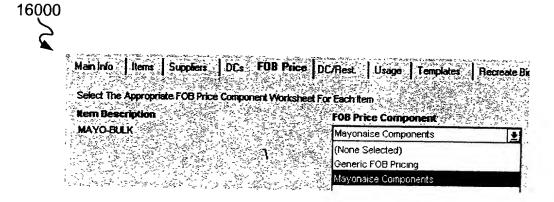


FIG. 160

i i kwa na paniki ilikim		Growth	% Gros	s Wgt. It	em Cube	Contract Perio	od
CHICKEN-BK BROILER		5.00	1%	32	1.26	09/01/97 to 12/9	31/97
CHICKEN-PATTY		7.00	0%	37.00	1 09		
CHICKEN-TENDERS		0.00)% *****	25 00	1.06		
Distribution Center	Previous Case Usage	Projected Rest. Count	1.0	Avg.#		Projected Unit Usage	
POST-ALBUQUERQ	576	્રકે એ _{-∀} ્ર 30	99.34%	6.03	5.00%	755	
POST-DENVER	. 633	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

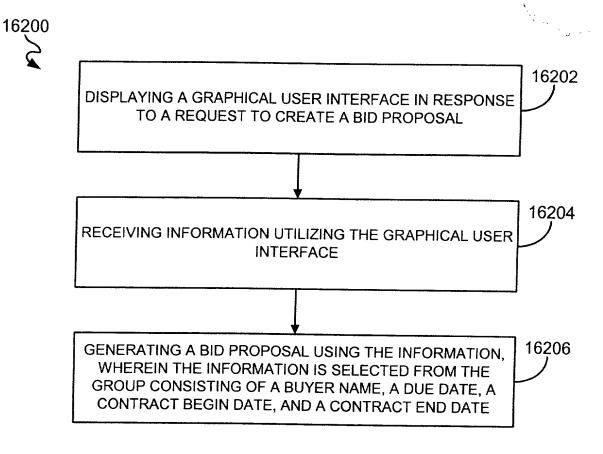


FIG. 162

16300
Templates Create Bid

FIG. 163

S	Supply	MS	Editable
		Word	Y/N
Bid Proposal Cover Letter	10.19	2. 金素素	V
General Terms and Conditions		?	N
Usage Estimates			N
Supplier Facility Worksheets			. Nista
Item Information Worksheets ?			N
Sample Supply Agreement		2	N
BK Specification Request		7	N
FOB Price Component		9 - 3	\mathbf{Y}^{-1}
Truckload Freight Worksheet 🔫			\mathbf{N}
LTL Freight Worksheet			N

FIG. 164

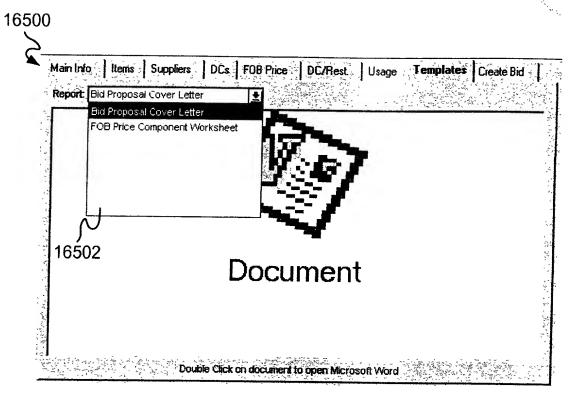


FIG. 165

\ <u>•</u>	<u>File</u> <u>E</u> di	<u>V</u> iew	<u>I</u> nsert	F <u>o</u> rmat	Tools	T <u>a</u> b	le <u>W</u>
4	<u>N</u> ew <u>O</u> pen				Ctrl Ctrl		m ±
In		d Return	to Bid F	roposal C			1 2 +
14	Updat <u>e</u>	-			Ctr	+S	Clear
$\dot{=}$	Save Co	py <u>A</u> s	3 - 30 - 30				

FIG. 166

ain Info Items Suppliers DCs FOB Price	DC/Rest. Usage	Templates Create Bid
		Bid Proposal Sent
Bid Proposal Will Include	Checked Documents	
General	Cost .	
Bid Proposal Cover Letter		
	TOB Price Con	nponent Worksheet 🗵
General Terms & Conditions	Truckload Fre	ight Worksheet
Usage Estimates	LTL Freight W	orksheet
Supplier Facility Worksheet	3 575 55 55 55 55 55 55 55 55 55 55 55 55	
	Blank Sheets	
kem Information Worksheet	Supplier Facilit	y Worksheet
Sample Supply Agreement 💢	Kem Informati	on Worksheet
BK Specification Request	FOR Drice Com	ponent Worksheet 🗵
*LTL Freight Worksheet will be printed	i rucidosd Frei	ght Worksheet 💢
by system if necessary	LTL Freight Wo	orksheet 💢 💢
	EN CONTRACTOR	

FIG. 167

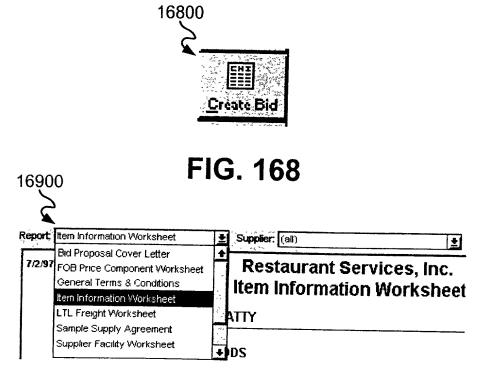


FIG. 169

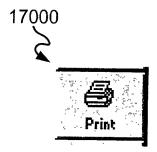


FIG. 170

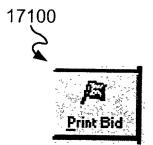


FIG. 171

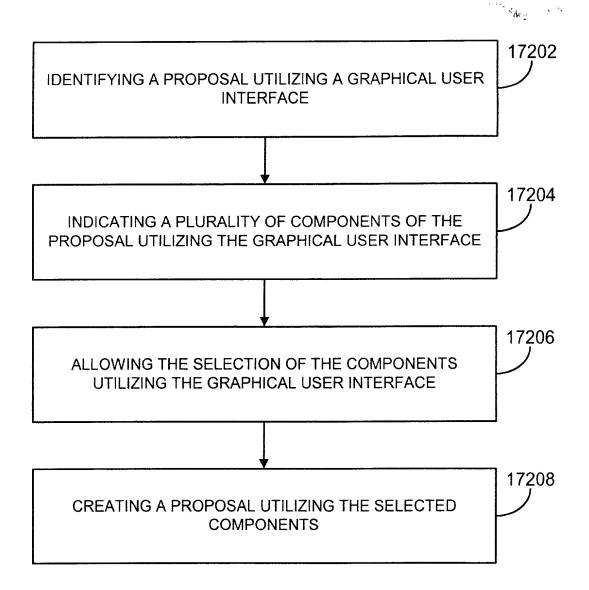


FIG. 172

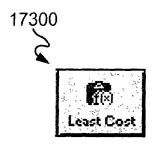


FIG. 173

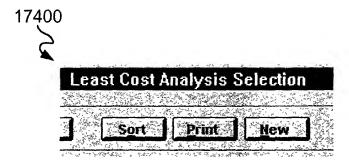


FIG. 174

Supply Patronage Sales	:/Inv." <u>U</u> tilities <u>W</u>	indow Help
Supplier Supplier Site	cost Contract Rolodex	Restaurant Owner/Org. Member
Distributor <u>D</u> C		
ltem Pr <u>o</u> posal		
<u>L</u> east Cost Analysis	Edit / View	Ctrl+Shift+Z
Contract	New (Using Previ	ous) 📆 🛴

FIG. 175

Bid Proposal Name:	(None)	1	17600
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)		V
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)		

FIG. 176

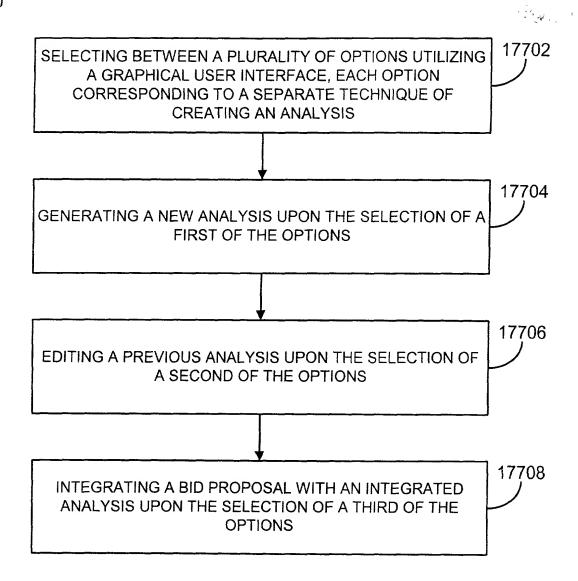


FIG. 177

17800)			
5				
	Analysis Name:	Hash Brown Actual		: (1)
	교리 '현대 중앙스트' 호텔은 이 교육이	1036		
	Buyer:	Dennis Clabby		
	Period of Agreement:	10/11/97 THRU 9	/30/98	
	Unit Of Measure:	CASE(S)	•	

FIG. 178

17900)
3	
	Version (1) of (9) Base version What is the max # of FOB points to allocate to each DC? One FOB
	What is pricing method for this version? FOB + Freigi ▼
	What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000
	Override RDC Truckload Validation?
	Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

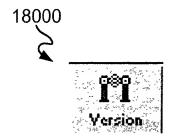


FIG. 180

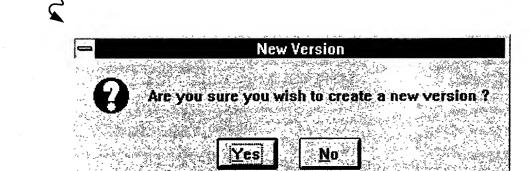


FIG. 181

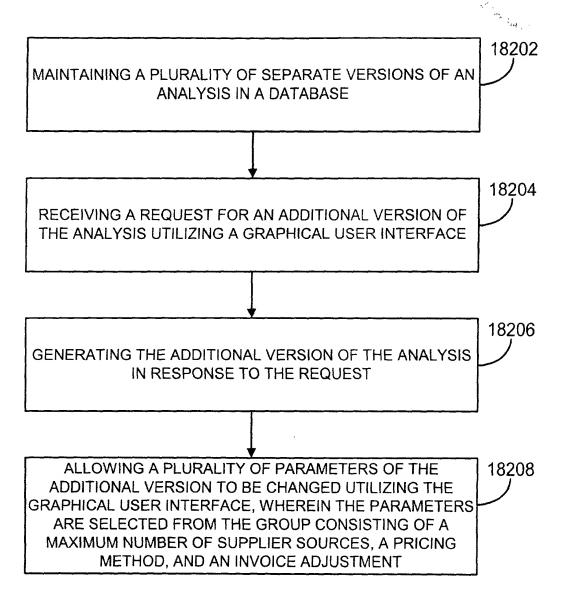


FIG. 182

Search Query Reset	
Query Values	7 Rows Selected
Supplier FOB	Supplier FOB
DOP SEE	DOPACO-DOWNINGTOWN, PA
3 \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	DOPACO-KINSTON, NC.
	DOPACO-ST. CHARLES, IL
2.5 (2.5)	DOPACO-STOCKTON, CA
<u> </u>	IMPERIAL BONDWARE-SHELBYVIL IL
18	302

FIG. 183

Item Conv. Factor FRIES-COATED (FRZN) 36

FIG. 184

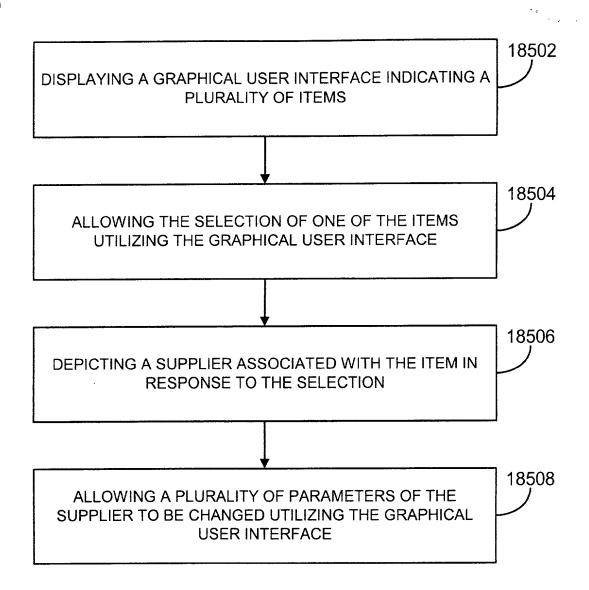


FIG. 185

tem Description	San James Company	Supplier FOB	******** 1
CUP-COLD 16 OZ	DOPACO-I	DOWNINGTOWN, PA	
CUP-COLD 22 OZ CUP-COLD 32 OZ	END OF ASSESSMENT OF A SECTION	DOWNINGTOWN, PA DOWNINGTOWN, PA	
Supplier Item Desc: 16 OZ (COLD CUP	item Ho: CP	2942
Innerpack Contents: 1200 Rem Size:		High Qty: 5 Cases Per Pallet: 25	
item Shelf Life: Case Length: 22.125		Stacking Allowed: © story Case Cube: 0.4	
Case Width: 15125	<u> </u>	es Per Truckload: 76	
Case Depth: 17.75 Case U/M INCHE(S		Gross Weight: 29 Net Weight: 27	28 POUND(S)) 28 POUND(S)

FIG. 186

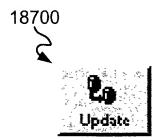


FIG. 187



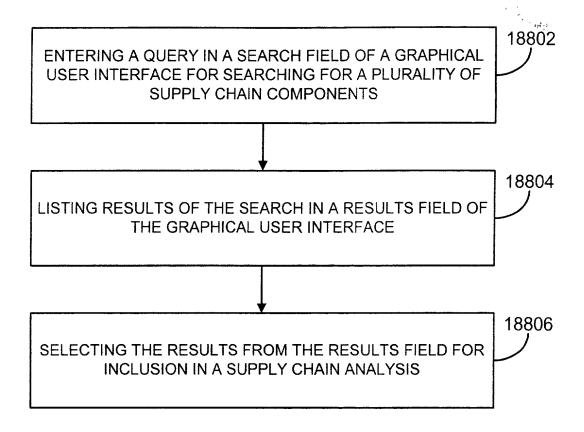


FIG. 188

Supplier	Terms	SLPA	LT	Minimum	Maximum	include)	1
CAVENDISH FARMS		Pallet	±			● Yes ○	No	7
J.R. SIMPLOT COMPANY	*	Pallet	¥			● Yes C	No	(4)
LAMB-WESTON, INC.	÷	Pallet	¥	200,000,000		🖸 Yes 🔘	No	
Milyon a Markey Selfer start in come Freques	and the state of the	Naria Airi	1,547.4	yera and and a second of the s	A September 1		18 Jan 3	12/2
Supplier	r FOB			Minimum 🦫	Maximum	Include	150	Contraction of the second
LAMB-WESTON, INCPASCO	WA 🥳 🔻	K Pingra	\$ 2.2	90,000,000	110,000,000	● Yes C	No	, W.
LAMB-WESTON, INCRICHLA				0		● Yes C		
LAMB-WESTON, INCAMERIC		أسوته أأفظه	ر تو و ۱۸۰	90,000,000	110,000,000	● Yes C	No	. " '

FIG. 189

Supplier Charles To	erms SLP/P	LT	Minimum	Maximum	Include	£144 .
MCCAIN FOODS	Pallet	÷			🖸 Yes 🔲 No)
NESTLE FOOD COMPANY	● Pallet	¥			• Yes C No	
ORE-DA FOODS	♣ Pallet	±	225,000,000		● Yes ○ No	
and the state of t	Was despected by	Agendaria Agendaria	NE CALABORATE DE DESA Constantinose de la calaborate	1000 11-101-101-10-10-10-10-10-10-10-10-10-10	TO THE SHAPE OF THE PARTY OF	194 Table 1
Supplier FOE	Way Safe Safe S		Minimum	Maximum	Include	81 S
Supplier FOE MCCAIN FOODS, LTD. PRINCE EDVI			Minimum 18,000,000	3.6	include O Yes © N	1
	ARD ISLAND		A	30,000,000		

FIG. 190

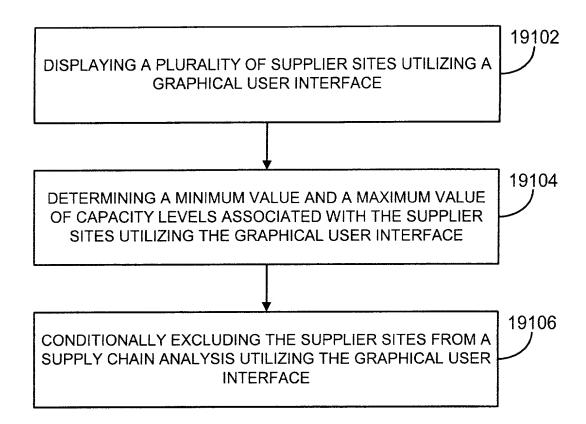


FIG. 191

Supplier	# Volume			And the formal of	
HUDSON INDUSTRIES	0				è
INTERNATIONAL DIVERSEFOODS	是代表 0.7 数例影响	ALLONE THE			233 å
SUPERIOR COFFEE & FOODS					
	han his on to her a few first and the second		187 A-2 V 1 4- 2- 74 187 A-2 V 1 4- 2- 74 187 A-3 V 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	And the State of Angles of	Segui Co Saguis Vije
Supplier FOB	tem.	Con	t FOB #	Volume	
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	**	3.4200 ⊊D	建设等。	
HUDSON INDUSTRIES-TROY AL	SAUCE BULK-TARTA	R .240% 9	9,2300 : 0	12.50	

FIG. 192

Supplier :	#	Volume	15	A STATE OF THE STATE OF	
SI FOOD SERVICES	0				X X 3
EXAS AMERICAN FOOD SERVICE	0				
WHITEFORD FOODS			· 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 · 1000 ·	- Secretary	-

Supplier FOB them seems them	Cont FOB #	Volume
TEXAS AMERICAN FOOD SERVICE-TX BEEF - 77%	1.0026 0	1887 A. 18.
TEXAS AMERICAN FOOD SERVICE-TX BEEF 77%	1 0016 1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX BEEF - 77%	1.0010 2	2,508,000

FIG. 193

Supplier	# Volum	e de			2 333
VENTURA FOODS	9 5 0 4 5 7 1 K				
VENTURA FOODS	1 100	000			
Supplier FOB	tem	1944 A.	Cont FOB	# Volume	1
VENTURA FOODS CHAMBERSBURG, PA	MAYO BULK		8 9400	0 4.54	1000
VENTURA FOODS CHAMBERSBURG, PA	MAYO-BULK		8 8400	11 36 E	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TAR	TAR	9 5100	10 এই কিটা	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TAR	TAR	9 4100	1 334 2	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK		9 1200	0 000	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	NA 50, 115	9 0200	(1 1828) 1 mm	1
VENTURA FOODS;CITY OF INDUSTRY	SAUCE-BULK-TAR	TAR	9 5800	k o populacje,	3 3
VENTURA FOODS-CITY OF INDUSTRY 🖟	SAUCE-BULK-TAR	TAR	9 4800	.4 178,4010	7

FIG. 194



kem Description	医鼠脑线	Sup	plier FOB		÷
FRIES-COATED	CAVENDISH-PRI	NCE	EDWARD	S Johnson	- 1 - 2
FRIES-COATED	J.R. SIMPLOTICO				 26.5
FRIES-COATED	LAMB-WESTON	, INC.	PASCO, V	IA	•
Distribution Center	Delivered	#	Volume	() (4 (4.7) () () () () () () ()	•
AMERISERYE-OMAHA NE	0 3750	€0	展的感染	០	5'A
AMERISERVE PLYMOUTH, MN	0 3850	္ဘာ (0	12"(\")"."	0	100
AMERIŞERVE-WALKEŞHA	0.3670	ុំ០	5,0	0 3 3 4	, , , ,
FLEMING FOODS-KAPOLEI	0 4725	0	, " v.,	0	
KING PROVISION-ATLANTA	0 3950		18° 1 2	0	4 /

FIG. 195

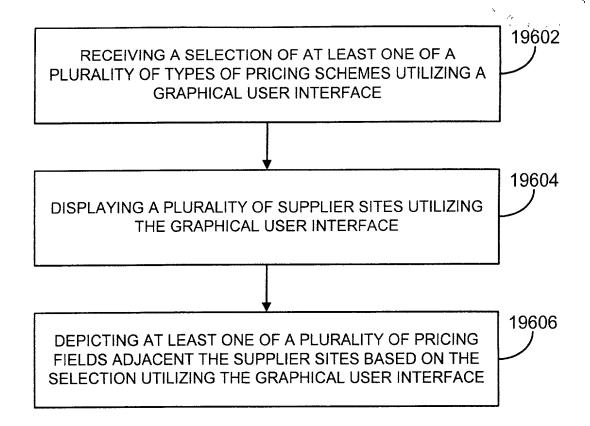


FIG. 196

Total Rest. Growth Amount Usage Period 5 00% 19702 09/01/97 to 08/31/98	
■ 1991 \ \(\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\tint{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\tint{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\tin}\tint{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\texit}\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\t	testaurant Projected Avg. 1 Growth % Rest. Count
AMERISERVEPOST-ALBUQUERQUE 27 AMERISERVEPOST-DENVER 35 AMERISERVEPOST-SALTUAKE LIT 2	5.00% 28 5.00% 37 5.00% 2

FIG. 197

	ten	Item Growth %	Usage Period
1	CHICKEN-PATTY	.0 00	
	Distribution Previous Projected Center Usage Rest. Count	Covg. Avg.# DC Factor RM Gn	Atem Projected 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
1	AMER-OMAMA 44,035 166	98.49% 24.12	4,00% 49,205 美
Î	AMER-PLYMOUTH 37,141 37,141	00.00% 18.30	5 00% 40,823
1	AMER-MILWAUK 38,520 188 1	00.00% 19.02	0.00% 42,909

FIG. 198

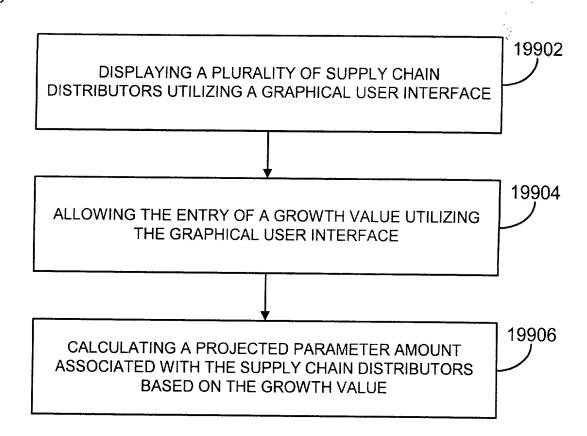


FIG. 199

CAVENDISH FARMS	Dieppe	NB E1A6X4	Ė.
J.R. SIMPLOT COMPANY-HERMISTON, OF LAMB-WESTON, INCAMERICAN FALLS	Hermiston	OR 99999	
	D Alicrica Fals	D 83211	
Distribution Center	Lane Restriction	Honor TL Rate	T
AMERISERVE/POST-ALBUQUERQUE	○ Solver ○ C Required ●	The state of the s	
AMERISERVE/POST-DENVER	C Solver C Required ©	Excluded	
AMERISERVE/POST-SALT LÄKE,UT	O Solver O Required @	Excluded	
ÁMERISERVE-OMÁHA, NE	O Solver O Required @	Excluded	# Y
AMERISERVE-PLYMOUTH, MN	O Solver O Required 🗨	Excluded	

FIG. 200

20100

Supplier F08	THE STATE OF THE S	Address	
CAVENDISH FARMS	Dieppe 🤐	NB.	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC. AMERICAN FALLS ID	American Falls	P	83211
Distribution Center	Lane R	estriction	
AMERISERYE/POST-ALBUQUERQUE	Solver @ R		ided
AMERISERVE/POST-DENVER		equired () Exclu	

FIG. 201

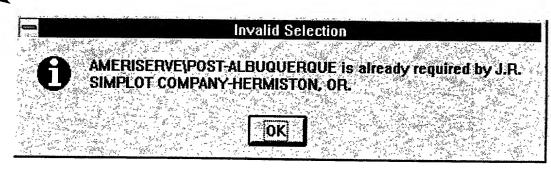


FIG. 202

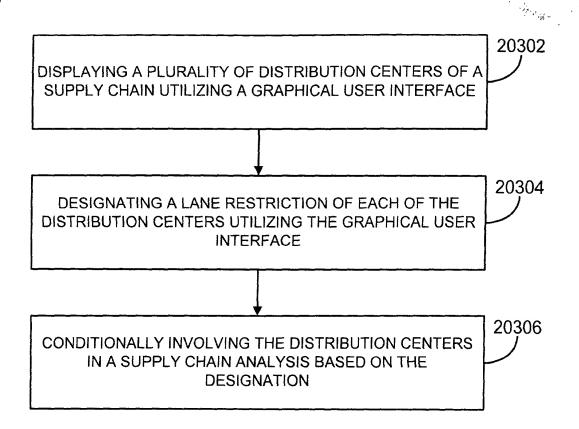


FIG. 203

Supplier FOB		Address	Payes II
CAVENDISH FARMS	Dieppe ***		E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-MESTON, INCAMERICAN FALLS ID	American Falls	D	83211
	Truckload Lane Freight Distanc		
AMERISERVE POST-ALBUQUERQUE	1,617		
AMERISERVE/POST-DENVER	1,277		
AMERISERVE/POST-SALT LAKE,UT	691		

FIG. 204

Center PS-ATLANTA 15,000	Minimum	LBS	5,000 LBS	10,000 LBS	20,000 LBS	+ Co'nag (TD2
TYSON FOODS-RUSSELVILLE A Distribution Weight	A STATE OF S		dville 1 001 to	5.004 to	AR 10,001 to	
TYSON FOODS-GREEN FORRES		The state of the s	ı Forest		AR.	72638
O.K. FOODS-FORT SMITH AR		Fort S	mith		AR	72904

FIG. 205

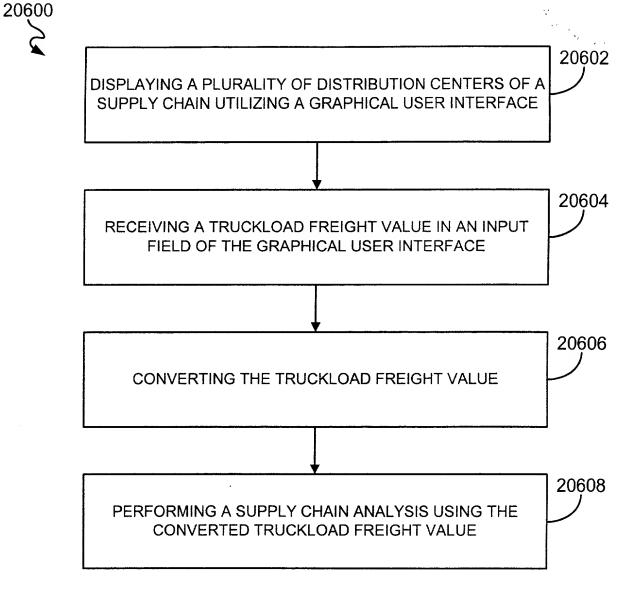


FIG. 206

Analysis Region Force FOB	4
MCCABE-PORTLAND/RMV-ANCHORAGE Ves No	ı
	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Distribution Center Name Site Role	-
MCCABE QUALITY FOODS PORTLAND Corporate & FOB Point RESTAURANTS MALANCHORAGE Corporate & FOB Point	

FIG. 207

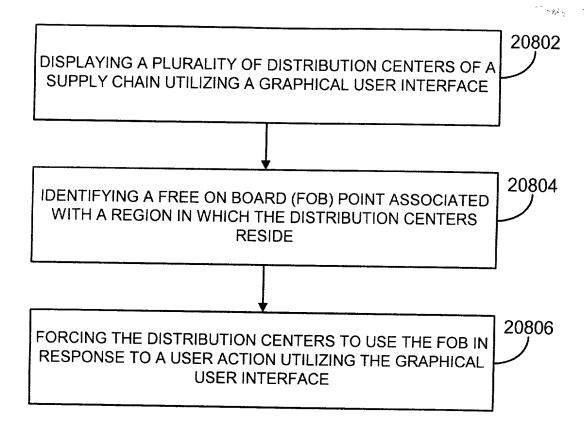


FIG. 208

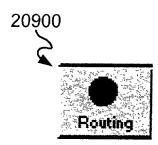


FIG. 209

Report Type:	C. S. L. S. J.	Report Name:	
Optimal Product Routing	<u></u>	Freight Information Provided	3
Report Parameters		Freight Information Provided	•
		LTL Routing Grid By Lane	12
Supplier: (All)		Routing Results By Lane	
Supplier FOB; (All)		Routing Results By Lane, Item	
Distribution Center: (All)	Name and Address of the Address of t	Routing Results w/RDC Breakout By Lane	13
	C. Service	Routing Results w/RDC Breakout By Lane, Item	c) and a
		TL Freight Variance Analysis	-
Version: Base V	ersion		

FIG. 210

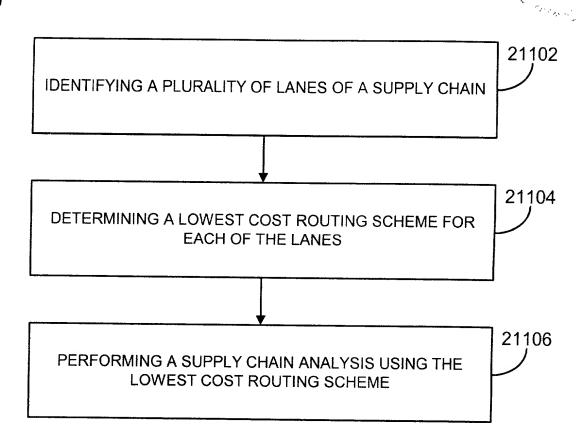


FIG. 211

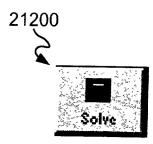


FIG. 212

21302	
Report Selection Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume Comparison Reports Cost Matrix Preview	
Optimal Product Routing Tab Reports	<u>3</u>
	ew Capacity & Prices

FIG. 213

Awarded Volume by Item - Detail

Awarded Volume by Item - Detail

Awarded Volume by Item - Freight

Awarded Volume by Item - Summary

Competing DC Freight Analysis by Item

Lane Assignment Matrix

Lane Weighted Average Delivered Cost

FIG. 214

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion) Invoice FOB Detail Comparison (with conversion) Invoice FOB Savings Comparison (no conversion) Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:

Comparison Reports

Report Name:

Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217



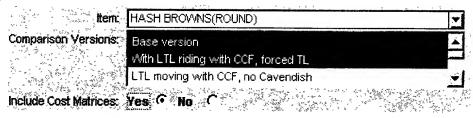


FIG. 218

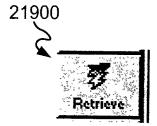


FIG. 219

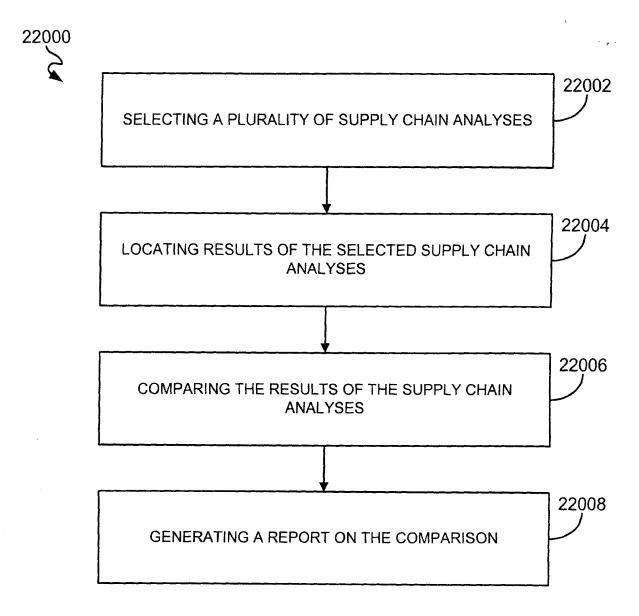


FIG. 220

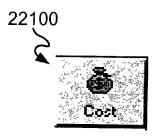


FIG. 221

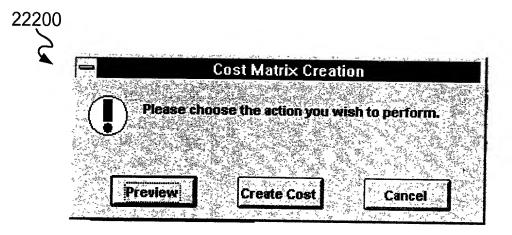


FIG. 222

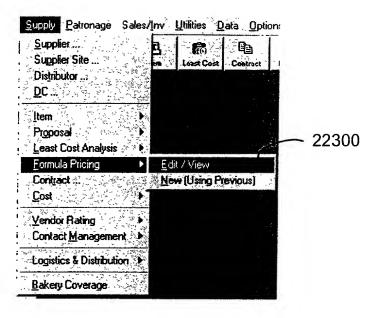


FIG. 223

Formula Pricing - BEEF - 77% - 0	4/06/98 Z X
General Info Pricing Freight For	mulas Block Cost Adjustments
Pricing ID:	T 12
	Beef Pricing 04/06/01
Raw Material Pricing Date:	04/06/01 From: 03/23/01 To: 04/03/01
Cost Matrix Begin Date:	03/15/01 End Date: 03/28/01
FOB Adjustment Amount:	0.0000

FIG. 224



Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	2.77	DOM 86%	14.3	7 2 7 7		3	FRZN Dom 10% Lean Bl	IMP AUS 10% Lean	Lean Fine Txt Beef
3/23/98	0 8800		0.9052					0.9950			0 9500	0.796
3/24/98	0 8800	0 9100	0.9149	0 9400	0.9224	0 9800	1 0000	1.0500	1 1000	0 9400	0 9600	0.840
3/25/98	0 8800	0 9150	0.8857	0 9100	0.9224	0 9800	1 1000	1,1500	1 2000	0 9500	0 9300	0.920
3/26/98	0 8850	0 9155	0 8945	0 9190	0.9275	0 9855	1 2000	1.2500	1 3000	0 9600	0 9500	1.000
3/27/98	0 8900	0 9200	. 0.9344	0 9600	0.9275	0 9855	1 0000	1.0500	1 1000	0 9550	0 9800	0.840
3/30/98	0 8800	0 9300	0.9441	0 9700	÷0.9318	0 9300	0 9995	0.9998	1 0000	0 9870	0 9650	0.799
3/31/98	0 8860	0 9160	0.9539	0 9800	0.9412	1 0000	1 1000	1.1250	1 1500	0 9550	0 9870	0.900
4/01/96	0 8700	0 9200		0 9650	0.9224	0 9800	1 2000	1.2300	1 2600	0 9630	0 9630	0.984
4/02/98	0 8500	0 9400	0.9490	0 9750	0.9318	0 9900	1 0000	1.0250	1 0500	0 9540	0 9870	6.820 0
4/03/98	0 8515	0 9700	∨ 0.9539	0 9800		1 0000	1 1900		1 0500	0 9580	0 9870	0.8600
``*\$*`~~^ \	0.8753	0.9247	0.9275	0.9529	::: 0.9300i	0.9881	1.0690	1 0950	1.1210	© 0 9572	0.9659	0.8760

FIG. 225

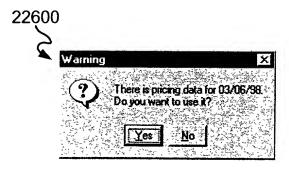


FIG. 226

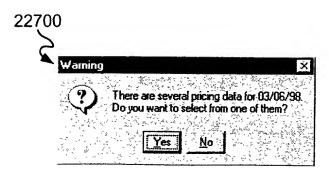


FIG. 227



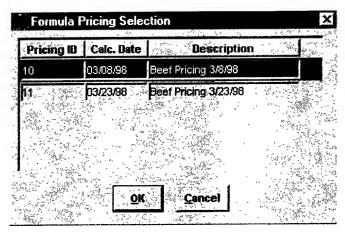


FIG. 228

Supplier F08			Address	portugal serve de Employers in in
AMERICAN FOOD SERVICE	King	of Prussia, PA 19	9406	
DIVERSITY FOOD PROCESSING-VIRGINIA GOOD SERVINGS PRODUCTS-NIH	and help on your like you was a set of the	rsburg, VA 2380; chester, NH 0310	Let have with a mark of the same of the sa	
Material Type	Freight A	mt Like in		
resh Domestic 50% Trim				al glindage to man all superior
resh Domestic 65% Trim	0.000	o - ``		1. The 1/2
resh Domestic 73% Trim	(200. 00 0	o, ' , , , , , , , , , , , , , , , , , ,		Marin San San San San San San San San San Sa
resh Domestic 75% Trim	0.000	o````		
resh Domestic 80% Lean	0.000	0		
resh Domestic 85% Lean	0.000	0	Andrew Maria oc	
resh Domestic 90% Lean	0.040			Artin.
resh Domestic 90% Lean-Blue				A Palent
resh Domestic 90% Lean-Yellow	0.000	0 *		
rozen Domestic 90% Lean	0.000	ក់ និង		A STATE OF THE STA

FIG. 229



A. 1 W. C. 11	FD5	OTR	** (FD6	STR	FD7	TC 🖖	FDE	LC ~	્∉∴FD⊉	SLM .	, FD90	LC }	DAA	196 4 42	360 LF	18 A. A.	Total
Formula	Pet.	Cost	Pct.	Cost	Pet.	Cost	Pct,	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	100 m
AFS-1		0.2871	47.4	38	324-	72147	5 m 7 m 3 m 3	, " j,	7.0	1 38 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	-	0.2134	-	manus de la constante de la co	CHARLES AND PARTY	0.0911	the same of the last of the la
XV-1 ≤ C		0.1295		0.1949	0.1400			2 mg 3 mg.						0.3139	1,71,1	Mary St.	9.9941
3S-1	0.3270	0.3042	2 gr 2 By	200	#55/Cm	1969	an ing si	10" X		my Field	-			0.3549	0.1400		8,9866
S&C-1	0.2414	0.2200	1327	و بالأوريع ألمان	32.1	ng Section of the	0.2179	0.2026	0.2179	0.2153		0.2386		2 2 22		0.0956	8.9721
SER-1	0.3250	0.2926	i.	1.36.01		3 - 1 - 3	٠, ٠ - ١١	`.a ;	N. 2 8	- 1	0.1750	0.1951		0.3571		0.1236	
EX-1	0:3090	0.2766	\$ K. T	¥ 2	41100 E	13.4	\$ (\$ \) .	1.1.	2	L WING A	0.3410		-	0.2452		0.0896	8.9916
AHL1	0.3250	0.2958	و مرسم عاري . "	, A	, °\$			"{" _j .,	44					0.3608			8.9765
MS-1	0.3325	0.2977	-		1. gr., " ,		- 1	(Fa 35 1, 3)	14 字 14代	134	0 4675	0.5185	0.1000	0.0986	8.1000	8.0890	a 1.0018
						7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7											

FIG. 230

neral info	ricing - BEEF - 77% - Pricing Freight Fo	1. 1. 18. 18. 18.	Block Cost	Adjustments		
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price Inc	lude?
AFS-1	0.9840	0,99	\$0.9990	0.1232	\$1.1222	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	
GS-1	0.9866	.0.98	\$1,0037	0.1287	1, 2300%	
S&C-1	0.9721	1.00	\$0.9721	. 0.1457	오랜째(8.1일은, 32일(88약)	
SER-1	0.9684	0,99	\$0,9831	0.1325	\$1.1156	
TEX-1	0.9916	୍ 0.99	\$1.0067	0.1232	The second of the second	
WHI-1	0.9765	0.98	\$0.9939	0.1275		
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	
			tara tag ugo			
			in the second	ANT AND YOU		
			1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			
MATERIAL TO THE SECOND						

FIG. 231



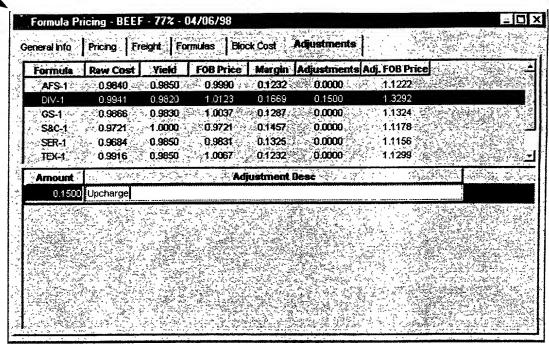


FIG. 232

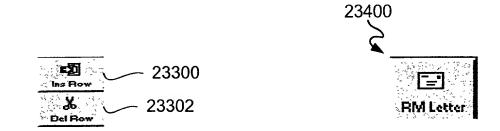


FIG. 233

FIG. 234



: Formula Maintenance			20
Formula ID	Description		Short Name
5 AMERICAN FOOD SERVICE	American Food Service	e Formula A	AFS-1
DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b		DIV-1
B GOOD SERVINGS PRODUCTS - NH	Good Servings Formula	1	GS-1
Number of Rows: 14			
Material Type	Bei	gin Date	Percentage
Fresh Domestic 50% Trim	10/0:	3/1997	31.2000% 🕺
Fresh Domestic 73% Trim	10/0	1/1996	20.0000% 👍
Fresh Domestic 85% Lean	10.00	1/1997	5.0000% 🗦
Fresh Domestic 90% Lean	10/0	1/1997	18.8000% 🐇
Number of Rows: 6			100.0000%

FIG. 235

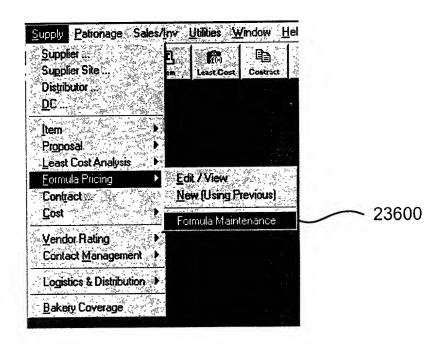


FIG. 236